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1986-87
ALA WORLDWIDE DIRECTORY AND FACT BOOK

A VALUABLE REFERENCE GUIDE TO THE MILITARY MARKET

PUBLISHED BY THE AMERICAN LOGISTICS ASSOCIATION

Nestlé
The Traditional Commitment to Quality Grows!

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NESCAFÉ CLASSIC Rich Full Traditional
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NESCAFÉ Decaf
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NEW Nestlé Hot Cocoa Mix
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NEW Superior Quality Nestlé Hot Cocoa Mix
NEW Superior Quality Nestlé Hot Cocoa Mix
100 GRAND
Favorite Treats
Little Bits Semi-Sweet Chocolate Nestlé
Nestlé Milk Chocolate

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America's Quality Snack Food

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Starburst
Starburst
Starburst
Combos
Twix
Kudos
m&m's
PLAIN
KING SIZE
NEW! Combos
CHEESE CRACKERS
Kudos
Kudos
m&m's
Skittles
FRUIT
Milky Way
SNICKERS
KING SIZE
3 MUSKETEERS
Mars

M&M / MARS Snack Foods

M & M / MARS, MARS Broker Division, and SNACK-MASTER are proud to join forces providing quality brands that military families demand. Heavy V.P.R.'s, advertising and in-store merchandising programs available.

Contact your M&M / MARS Snack Foods Military Representative.

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Supply Bulletin 10-500-069

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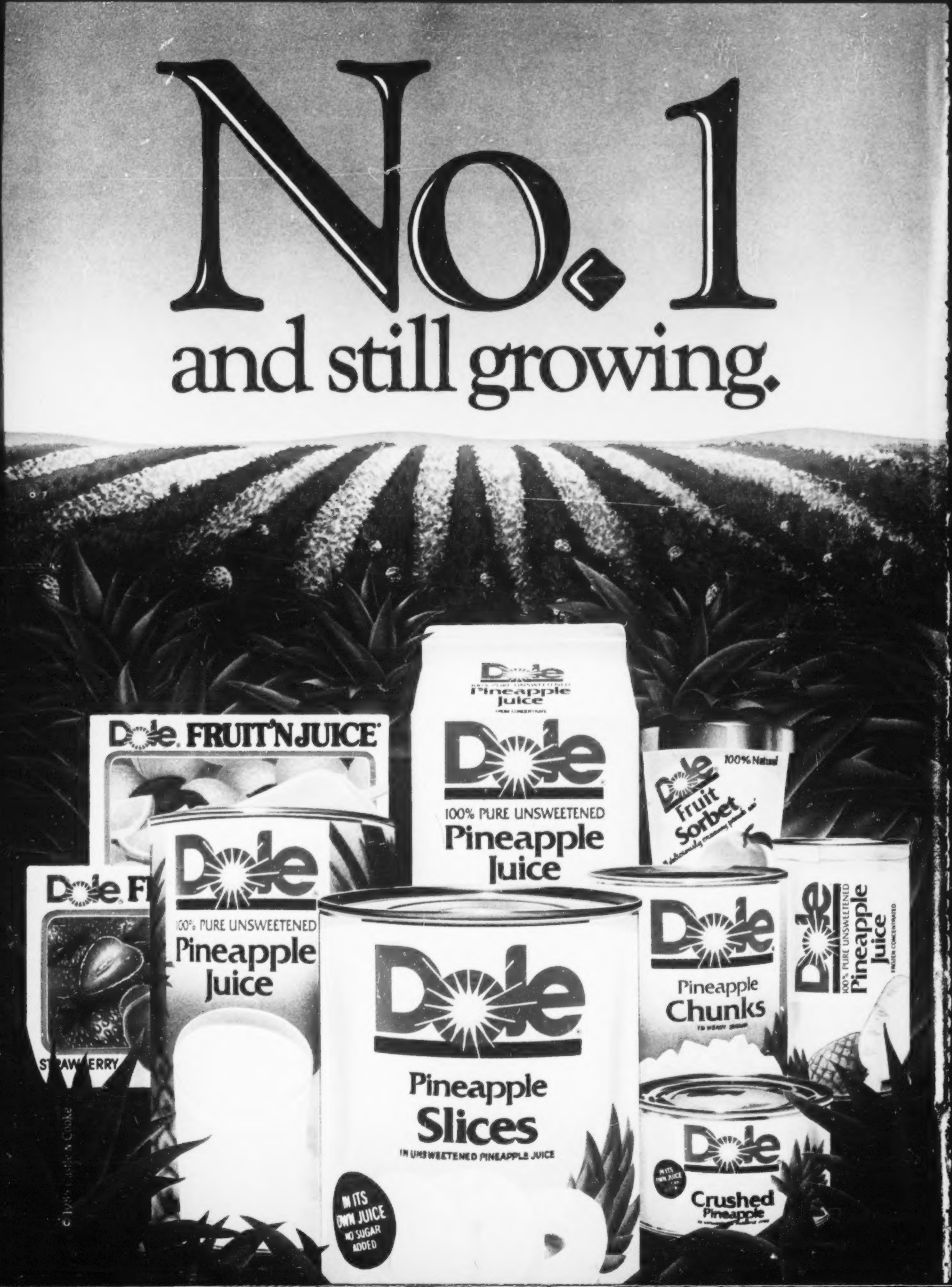
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Dole FRUIT'N JUICE
Dole
100% PURE UNSWEETENED
Pineapple Juice
100% Natural
Dole Fruit Sorbet
Dole Fr
STRAWBERRY
Dole
100% PURE UNSWEETENED
Pineapple Juice
Dole
Pineapple Slices
IN UNSWEETENED PINEAPPLE JUICE
IN ITS OWN JUICE NO SUGAR ADDED
Dole
Pineapple Chunks
Dole
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Pineapple Juice
FROZEN CONCENTRATED
Dole
Crushed Pineapple

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ALA 1986–87
WORLDWIDE DIRECTORY
& FACT BOOK

Table of Contents

How to use this Directory & Fact Book.....5
American Logistics Association—A Profile
Introducing the ALA.....6–13
ALA's 1985–86 Board of Directors, Officers & Headquarters Staff.....15
ALA's 1985–86 Chapter Presidents.....17
ALA's 1985–86 Committees & Task Force Groups.....19–28

Annual Directories & Facts

American Logistics Association

Industry (Company) Members.....35–58
Broker & Distributor Members.....67
Index to (Individual) Members.....69–167

Congress

Key House & Senate Committees.....169–174

Military & Government Resale Agencies

"Who's Who" in the Military Market—At a Glance.....176–177
Air Force Commissary Service *(AFCOMS)*.....179–183
Army and Air Force Exchange Service *(AAFES)*.....187–210
Defense Logistics Agency *(DLA)*.....213–219
Defense Personnel Support Center *(DPSC)*.....221–226
Navy Resale and Services Support Office *(NAVRESSO)*.....229–237
U.S. Army Troop Support Agency *(TSA)*.....239–244
U.S. Coast Guard *(Resale and Subsistence Divisionn)*.....245–248
U.S. Coast Guard *(Subsistence Management Branch)*.....248
U.S. Marine Corps *(Commissary Service Branch)*.....250
U.S. Marine Corps Exchange Service Branch *(MCES)*.....251–253
Veterans Canteen Service *(VCS)*.....254–255
MWR, Leisure and Recreation Activities.....257–259
Index to Military Resale Professionals.....261–264
1986 ALA Convention Souvenir Program.....267–269
Index to Advertisers.....270

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No Bran Flake Has More Fiber
QUAKER
Puffed Rice
only 50 calories
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life
Honey Graham Oh's
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NEW!
Quaker 100% Natural Cereal
Great Snack Mix Ideas
Cinnamon
The Delicious High Protein Cereal
WIN $10,000
Guess Who's Mikey?
CAP'N CRUNCH
CAP'N CRUNCH'S CRUNCH BERRIES
CAP'N CRUNCH'S PEANUT BUTTER CRUNCH
FREE THE CAP'N
QUAKER

Take a look at your sales of Quaker's family of RTE cereals during the last quarter. They're up. That's because we're supporting our cereal brands with display premiums and coupons in the military media.

That's not all. We're backing that up with promotions like our $500,000 "Guess Who's Mikey?" giveaway for Life Cereal and the one million dollar "Free the Cap'n" toll-free phone-stakes!

So stock up now — and keep looking at those rising sales.

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HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests, the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. With this in mind, the ALA DIRECTORY has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities. Only the ALA DIRECTORY attempts to publish information that captures the diversity of the market's many dimensions.

Last year and reappearing in this edition is an alphabetical index to *all* listed military and government resale/support professionals. This feature was added to spare you the need to scan entire listings to find the person you want to call or write.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow throughout the year.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

Finding What You Need

This year's ALA DIRECTORY once again comprises mini-directories bound into a one-stop, desk-top reference source. Here's a summary of what you'll find in each section:

—*ALA Information:* lists the ALA's Board of Directors, officers, executive staff, committees and task force groups, and chapter presidents.

—*Industry Members:* lists ALA member companies alphabetically by name with address, phone number, voting and corporate members, and description of products/service offered. Also provides Supply Bulletin data.

—*ALA Broker & Distributor Members:* separate alphabetical lists of ALA-member brokers and distributors. Refer to "Industry Members" listing for full profiles.

—*Index to Members:* alphabetically lists ALA individual and "corporate umbrella" members. (Use this to find address/phone number for *anyone* listed in "Industry Members.") Gives ALA chapter affiliations.

—*Congress:* separate lists of key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.

—*AFCOMS:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*AAFES:* lists key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*DLA:* lists HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.

—*DPSC:* lists key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.

—*NAVRESSO:* lists key HQ and field (FSO) personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*TSA:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Coast Guard (Resale Systems):* lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.

—*Coast Guard (Subsistence):* lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.

—*Marine Corps (Commissaries):* lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Marine Corps (Exchanges):* lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*VCS:* lists key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.

—*MWR Leisure & Recreation Activities:* separate lists of key HQ personnel at military service branches. Gives addresses, phone numbers and buying procedures.

—*Index to Resale Professionals:* alphabetically lists *all* personnel in sections above.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's information resources. We are happy to assist you.

INTRODUCING THE AMERIC

The American Logistics Association is a voluntary, non-profit trade organization comprised of manufacturers, manufacturers' representatives, distributors and other suppliers of products and services to the government, for resale in military commissaries, exchanges, clubs, foodservice outlets, snack bars, vending machines, mess halls, ship's stores, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

The American Logistics Association

The ALA promotes, protects, and improves the military exchange, commissary, club, and troop subsistence market. The association offers members, who supply goods and services to these facilities, a wide variety of business resources and services. Here are some examples:

- Provides the one Department of Defense approved setting where Industry and Government may meet to address policy and industry issues.
- Provides analytic exchange and commissary sales reports—by store, by region, by agency—an invaluable tool for budget planning and market forecasting.
- Produces definitive research on subjects ranging from patron demographics, to marketing and merchandising techniques.
- Makes available inexpensive reproductions of military procurement data that is difficult to obtain elsewhere.
- Publishes accurate directories of Member brokers and distributors, providing high-profile exposure to clients.
- Provides legal advice from ALA General Counsel.
- Provides awards programs to recognize industry and military accomplishments.

In addition, ALA is working for its Members to:

- Assist the Military/Government to standardize systems such as information management without the loss of individual services' identities.
- Establish a uniform one-badge system for Industry representatives, good for calls at all bases, for all services.
- Obtain recognition for Members serving overseas for their unique contribution to the efficiency of the resale systems.

ALA's member services include:

Annual Convention. International showcase for the entire military resale industry.

Worldwide Directory. Key year-round marketing reference guide to the Military Market.

Interservice. Quarterly official journal offers invaluable editorial content.

Executive Briefing. Newsletter reports the issues and regulations in military merchandising/marketing.

Interchange. Newsletter covers the people and events in the industry.

Pocket Factbook. Handy guide offers industry statistics at your fingertips.

Conferences/Roundtables. Annual series of meetings cover regional topics; draw together full industry participation to improve exchanges, commissaries.

Commissary Committee. Explores issues impacting commissaries; recommends policy.

Exchange Committee. Examines military exchange affairs; recommends policy.

Patron Awareness. Committee works with Government/Military to attract new patrons.

Special Groups, Task Forces. Organized to provide industry knowledge in electronic data interchange, public affairs, training, merchandising to the military resale systems.

Government Liaison. Respected on-the-spot Capitol Hill relationships are complemented by daily contact with DoD, all the military resale services.

Electronic Bulletin Board. State-of-the-art electronic transmission of data to Members on subjects from store reset calendars to times of Chapter events.

24 Chapters Around the World. Focusing on local problems in the States, Europe and Pacific.

CONVENTION & CONFERENCES. ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry businessmen and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year:

- To provide a forum for the open discussion of ideas;

AN LOGISTICS ASSOCIATION

- To promote the exchange of knowledge and experience among industry and military leaders;
- To develop meaningful and thought-provoking education programs;
- To identify industry trends; and
- To encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through an effective program of ALA training seminars at the regional level.

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportunity for members to meet with military representatives from local commissaries, exchanges and clubs, and other military resale/troop subsistence functions. There they tackle mutual business problems within an atmosphere of learning and cooperation.

The seminars offer insights into the systems and strategies of doing business with government and military agencies.

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, provide information papers based on industry expertise to assist the services in developing future policies and programs.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS. With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints.

This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

ALA has been actively involved in legislative action for many years. Its input is a respected and expected part of much of the legislation introduced and studied in Congress and, in many cases, eventually made into law.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade associations from industries affected by certain issues plus the military associations sharing ALA's stand.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committeemen.

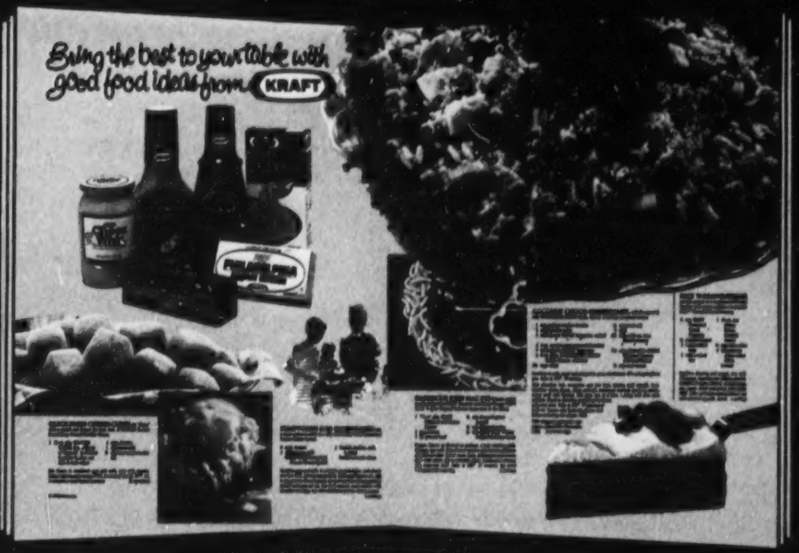
Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

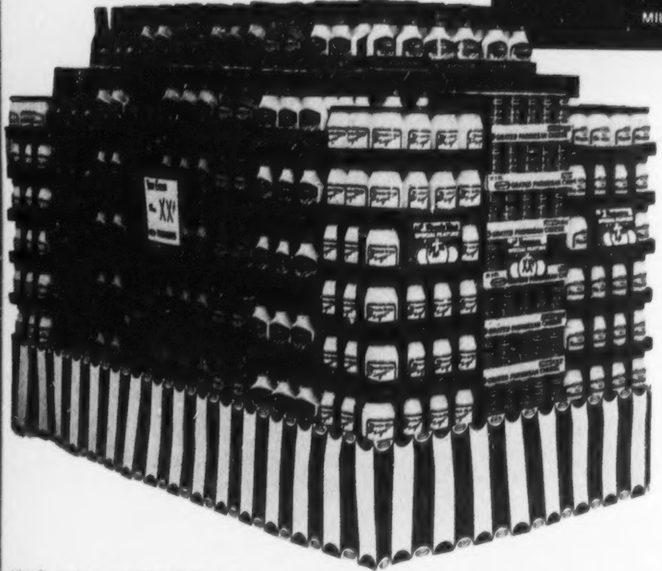
PUBLICATIONS. A vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information. ALA is proud of the quality of its educational communications materials, a major role in the continuing flow of information on new government/military policies, exchange and commissary system funding, and new techniques and concepts in military resale/distribution marketing. *Interservice* is the ALA's official quarterly magazine structured around indepth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and

KRAFT ads in your patron's make Kraft comstore displays

Our recipe calls for KRAFT Macaroni and Cheese Dinners. Your patrons will stock up on dinners when they see them stacked like this!


Bring the best to your table with good food ideas from KRAFT

This Kraft ad is being featured in: FAMILY, MILITARY LIFESTYLE, AMERICAN FORCES TV GUIDE, R&R (Germany, Mediterranean).



Kraft recipes and the delicious, quality products in this display mix the right ingredients to help your patrons.

For a GREAT cook out

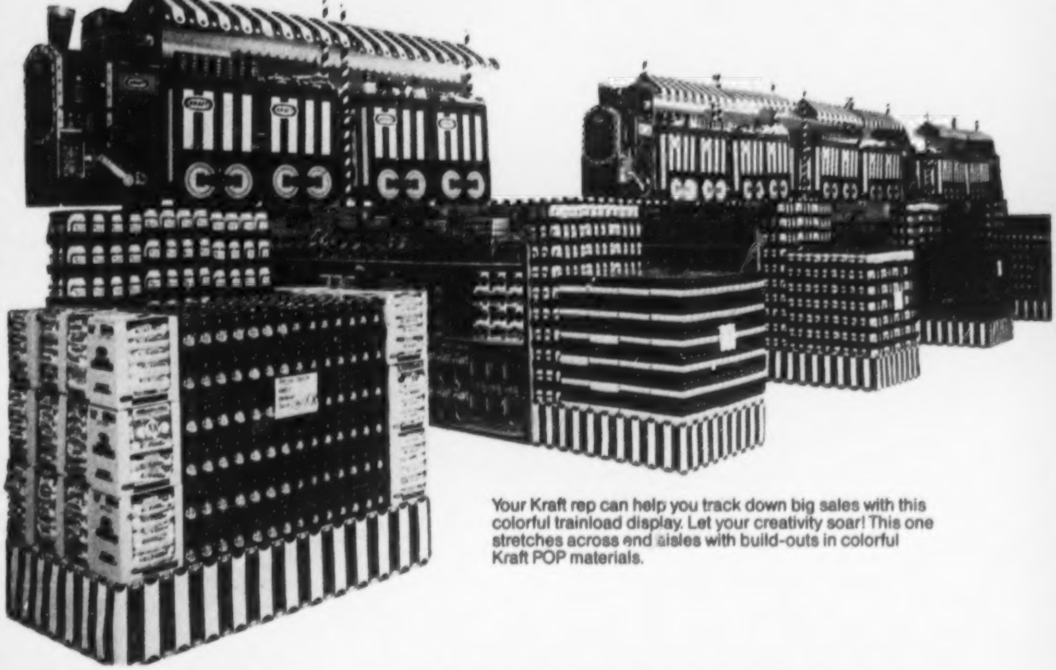
Here's a Kraft cook-out display featuring KRAFT Thick 'N Spicy Original Barbecue Sauce—perfect for year-round recipes, indoors and out.

KRAFT
miniature marshmallows
UNBEARABLY GOOD!
KRAFT 100% Grated Parmesan Cheese
PARKAY MARGARINE
CREAMY ONION DIP
Mayonnaise
Miracle Whip
KRAFT SINGLES AMERICAN
PHILADELPHIA CREAM CHEESE

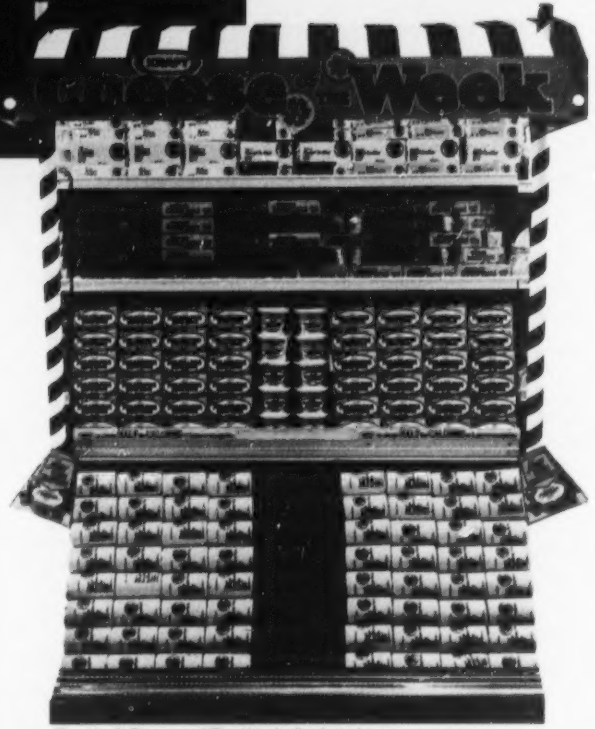
home work

We're inviting your patrons to visit your store in this Kraft recipe ad. So when they come shopping, make it easy for them to find the ingredients they want. These attention-getting, creative displays will make shopping a breeze. Talk to your Kraft Sales Representative for ideas and point-of-purchase materials that help you serve your customers.

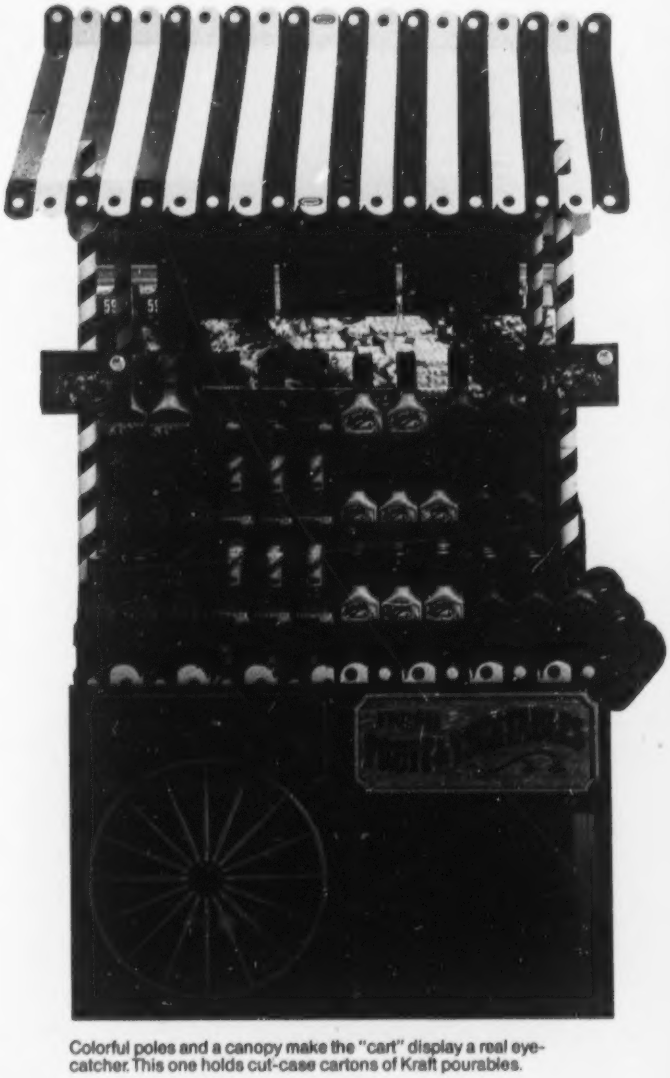
Kraft helps you help your patrons.



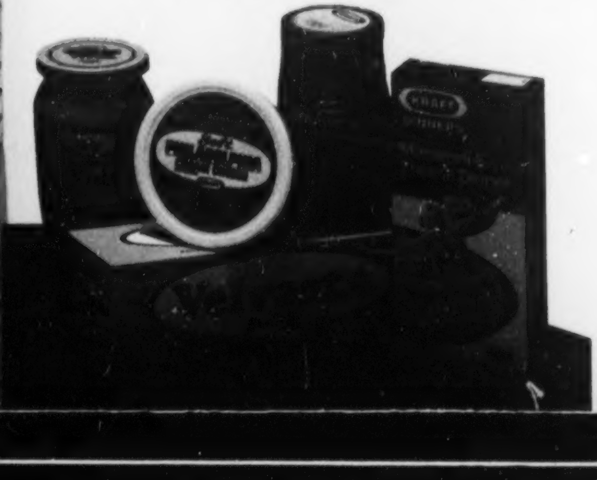
Your Kraft rep can help you track down big sales with this colorful trainload display. Let your creativity soar! This one stretches across end aisles with build-outs in colorful Kraft POP materials.



The Kraft Cheese of The Week display gives your patrons many great reasons to stop at the dairy case. Feature Kraft quality cheeses and spreads under this wide canopy.



Colorful poles and a canopy make the "cart" display a real eye-catcher. This one holds cut-case cartons of Kraft pourables.



© 1986 Kraft, Inc.

Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from metrics in grocery packaging to new products marketing to electronic data interchange (EDI) applied to resale business operations. *Executive Briefing* is the ALA newsletter that concisely sums up *issues* of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "*EB*" to start their military marketing week off on the right foot. *Interchange* is a newsy, picture-packed flyer on *people* and *events* in this unique industry. And the publication you are now reading, the *Worldwide Directory & Fact Book*, has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desk-top reference source. Contents include thousands of names, addresses, locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the area chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS. The ALA Patron Awareness Program is an ongoing ALA effort to bolster awareness of the value of commissaries, exchanges and other resale outlets, aimed at the "Patron" (military family), the public, Congress and others. ALA's Annual Report provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies. ALA Legislative Reports provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. Chapter Guidelines are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. Awards Program. To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. Public Relations has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

How Commissaries and Exchanges Work

The military commissary and exchange systems are among the only government activities that actually return more than they cost to operate. The military commissary—a large grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

The total amount of all customer purchases in a commissary are subject to a 5% surcharge—not a sales tax.

In short, the commissary customers themselves pay (through the surcharge) for their stores. Through their surcharge payments, the commissary's patrons have compacted themselves into a cooperative.

On the other hand, the military exchange—a large mass-merchandise department store, with many "satellite" (i.e., gas stations, flower shops, movie theaters, and more) activities receives only a small annual appropriation from Congress to pay for transportation of goods from continental U.S. to overseas locations.

The exchanges, like commissaries, are operated to provide an after-tax disposable income benefit to authorized patrons. Neither the commissary nor the exchange operation, however, make a profit. The exchange systems operate on a "pay-as-you-go" basis, sustained by its own earnings . . . earnings dependent upon patron purchases. All exchange earnings are returned to patrons in the form of new or improved exchanges or cash dividends given to individual military unit morale, welfare and recreation (MRW) fund accounts.

These so-called MWR activities include arts, hobby and craft shops,

NEW FUJI SUPER HR FILM.
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Imagine! A film that can virtually "think" for itself. A film so sophisticated it actually responds selectively to different light sources.

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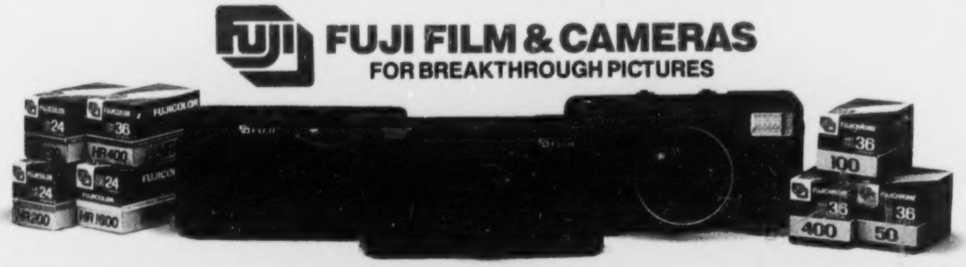
FUJICOLOR
24
36
HR400
HR200
HR1600
36
100
400
50

recreation centers, sports equipment, athletic activities, child care center, and a variety of other services used by military members and their families.

MILITARY EXCHANGES

The military exchange—popularly thought of as a large department store-type mass merchandise outlet—actually consists of nearly two-dozen separate "businesses" such as gas stations, floral shops, movie theaters, and others. This multi-dimensional view of the exchange systems is important because it sets the scope and vast logistical complexity of the exchange systems' worldwide business operations in stark contrast to that of the military's unrelated worldwide commissary operations.

The exchange services seek primarily to improve the quality of life for the 10 million customers within their military community. The exchange facilities are staffed by a workforce dedicated to the basic philosophy of offering good service and value to customers.

Because they are "nonappropriated fund" government activities, the exchange systems do not receive taxpayer subsidies. Congressional appropriations are made only to cover the cost of transporting goods from the U.S. to military exchanges overseas. All civilian employees, therefore, are paid from exchange earnings.

Annual sales from the exchange systems' worldwide business operations last year totaled over $6.7 billion. Through these revenues, the exchange systems last year enhanced the military's "quality of life" by giving back to individual airmen, soldiers, sailors and Marines nearly $200 million for their morale welfare and recreational programs.

FACTS ABOUT EXCHANGES

Here are some of the most frequently asked questions about exchanges:

Q: *How many exchange stores are there?*

A: At present, there are just over 500 "main exchanges" worldwide, and another 20,000-plus exchange service-operated facilities, such as barber and beauty salons, gas stations, movie theaters, snack bars, optical and floral shops, and other retail-oriented businesses.

Q: *Who pays for exchange stores?*

A: Civilian personnel costs are paid by the exchange services themselves from earnings generated by patrons' purchases. The approximately 3,500 military people are paid from appropriated funds.

Q: *Who operates military exchanges?*

A: Each individual military service branch manages its own exchange program. These include the Army and Air Force exchange Service (a joint military command), the Navy Resale System, and the Marine Corps Exchange Service. The Coast Guard and Veterans Administration operate their own exchange.

Q: *Who shops in exchanges?*

A: Those eligible to shop include 2.1 million active duty personnel, their dependents, and certain authorized reservists and retirees.

Q: *Why do we need exchanges?*

A: Every re-enlistment survey conducted has shown that exchanges along with commissaries are an employee benefit ranking second in importance only to the medical/dental benefit. Exchanges are among the only benefits aimed exclusively at the military family.

Q: *Do exchanges compete with the private sector?*

A: No. The exchange systems are regulated as to the categories and varieties of merchandise they may sell in the U.S. These regulations include cost/price limitations which, through rigorous enforcement by the DoD at the direction of the House Armed Services Committee of Congress, effectively ensure that the exchange systems refrain from direct competition with civilian retailers.

Q: *Why are exchange store prices sometimes higher than "downtown" prices?*

A: Exchange stores regularly provide an overall savings to patrons ranging from 20-30 percent. Because civilian mass-merchandise and department stores offer "loss leaders" the one-time savings realized, versus the exchange's overall everyday savings, prove "downtown" savings illusory.

MILITARY COMMISSARIES

The mission of the military commissary store is to provide grocery items for sale to authorized patrons at the lowest practicable prices in facilities designed and operated under standards similar to those in commercial food stores. The assortment of brands of merchandise is limited to those that meet the reasonable demands of commissary store patrons.

The military commissary—a large supermarket-type grocery store operated by and for military personnel—received an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

Store operations are paid for by a 5% surcharge—not a sales tax—levied on the total amount of customers' purchases. Surcharge pays for new commissary store construction, renovation, new equipment and maintenance, paper bags, shopping carts, and a multitude of other items. Only overseas commissaries receive funds for transportation and utility costs.

In short, the commissaries' customers themselves pay for their stores, and any improvement to or renovation of store units adds to the value of the country's National Real Estate Inventory. Through their surcharge payments, commissary patrons have compacted themselves into a highly efficient, worldwide military shoppers' cooperative.

FACTS ABOUT COMMISSARIES

Here are some of the most frequently asked questions about commissaries:

Q: *How many commissary stores are there?*

A: 229 in the continental U.S.; 145 overseas; 374 worldwide.

Q: *Who pays for commissary stores?*

A: Personnel costs are paid through Congressional appropriation (this amounts to just over $500 million a year). All other costs of operation are paid for directly by the military patrons themselves.

Q: *Who operates military commissaries?*

A: Each individual military service branch manages its own commissary store program, with the assistance of other military and civil agency support elements for finance and accounting, physical distribution and storage.

Q: *Who shops in commissaries?*

A: Those eligible to shop include 2.1 million active duty personnel, their dependents, and certain authorized reservists and retirees.

Q: *Why do we need commissaries?*

A: Every re-enlistment survey conducted has shown that commissaries are an employee benefit second in importance only to the medical/dental benefit. Commissaries are the only benefit aimed exclusively at the military family.

Q: *Do commissaries compete with the private sector?*

A: Commissaries operate under a very specific mandate to satisfy the personal needs of military personnel. However, despite this mandate, commissaries often are prohibited from offering many goods and services normally found in today's commercial supermarkets.

Q: *Why are commissary store prices sometimes higher than "downtown" prices?*

A: Commissary stores by law are prohibited from selling something for even a penny less than it cost to buy it, "whereas commercial supermarkets use "loss leaders" to attract customers.

Q: *How efficient are commissary stores compared to commercial supermarkets?*

A: The efficiency of commissaries is demonstrated by several industry indicators. One standard measure is average monthly sales per square foot of selling space. For commissaries (all stores worldwide) the figure is $60.30; for commercial supermarkets it's $27.30.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

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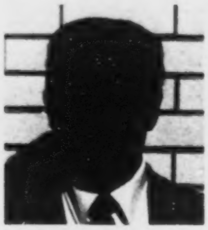

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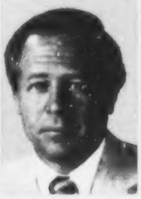

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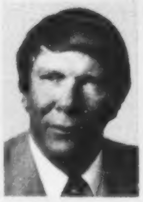

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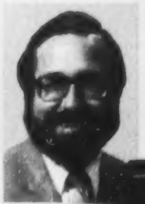

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- More hands-on help with *your* problems and opportunities.
- Greater recognition and execution of *your* priorities.
- Improved operations to help return "AWOL patrons" to military comstores.
- Bigger, better, *hotter,* "military-only" promotions.

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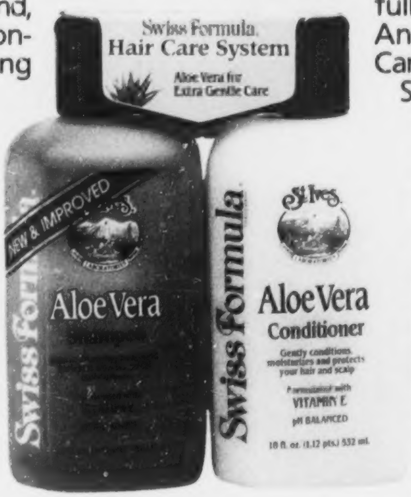
The most important category in terms of sales volume in Health and Beauty Care. And, Swiss Formula Hair Care Systems continue to be one of the fastest selling brands on your shelf today.

Swiss Formula Hair Care Systems are all in the top selling 8% of over 1200 shampoo items.

HAIR CARE SYSTEMS

St. Ives created the category in 1980. Today, Swiss Formula Hair Care Systems lead the category...

With a 68% share of the market nationally.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IMPROVED SWISS FORMULA HAIR CARE SYSTEMS

Perfectly balanced shampoos and conditioners, skillfully formulated to work together. And now, every Swiss Formula Hair Care System is enriched with more of St. Ives' exclusive blend of Swiss herbs and botanicals in unique formulations that improve each System's performance.

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- Network Television
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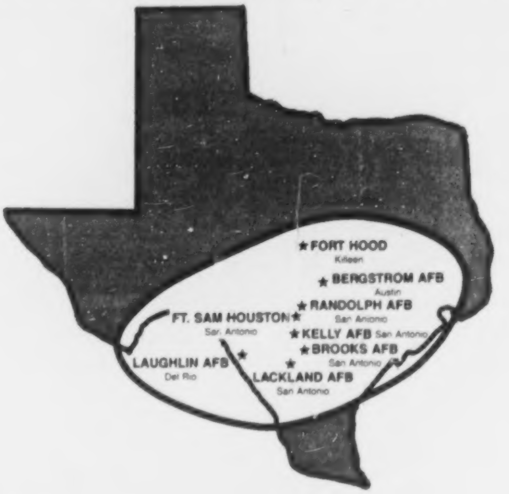
A Complete Storage & Delivery Service for the Military

Professionals serving 8 South Texas commissaries
with frozen, dry, and refrigerated products for 23 years.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The First 100% Commissary
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Unequaled in service and averaging 98.5% completion on all orders turned in.
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Kelly AFB, TX 78241

Capt. Larry L. Davis, USAF
HQ AFCOMS/DOMM
Kelly AFB, TX 78241

Dale Woods
Chief, Training
Personnel Division,
Training Branch
AAFES
P.O. Box 660202
Dallas, TX 75266-0202

Ralph Driscoll
Program Analyst
U.S. Coast Guard
Resale System Division
(G-FRS)
Washington, DC 20593

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Chief
Operations & Analysis Branch
DPSC-SPA
2800 South 20th Street
Philadelphia, PA 19101

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Washington, DC 20380

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USMC Exchange Service Branch
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P.O. Box 1834
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Naval Air Station
Jacksonville, FL 32212

Rick Thomas
Training Coordinator
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Ft. Wadsorth
Staten Island, NY 10305-5097

Pat Harden
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Navy Recreation Service Unit
NMPC-DET NRSU
Building 1489
Patuxent River, MD 20670

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Civilian Personnel Officer
GM-201-13
U.S. Army Troop Support Agency
Attn: DALO-TAP-C, Bldg 12400
Ft. Lee, VA 23801-6020

Terri Lonowski
Education Specialist
TSA
Attention: DALO-TAP-CT
Ft. Lee, VA 23801-6020

Cathy Calhoun
Education Specialist
TSA
Attn.: DALO-TAP-CT
Ft. Lee, VA 23801-6020

Nell Whittle
Chief, Merchandise Division
Veterans Canteen Service
Central Office (133)
Veterans Administration
810 Vermont Avenue, NW
Washington, DC 20240

Teri E. Wilson
Chief, Commissary Branch
Quartermaster School
Subsistence & Food Service Dept.
Ft. Lee, VA 23801

Industry Representative

Frank Hogan
President
Overseas Service Corporation
2100 Palm Beach Lakes Blvd.
West Palm Beach, FL 33409

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Army and Air Force Exchange Service

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Frank I. Johnson, Jr.
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Defense Personnel Support Center

Current as of August 16, 1986.

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RANDY WINSTEAD

EDWARD ROACH
HANNAH GREEN

DON O'NEIL
JUDI KENDRICK

DAVID GREEN
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Picatinny Arsenal

PENNSYLVANIA

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Mechanicsburg Exchange
New Cumberland AD
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Philadelphia NAS
Philadelphia Exchange
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Tobyhanna AD

DISTRICT OF COLUMBIA

Bolling AFB
Fort McNair

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Aberdeen PG
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Edgewood Arsenal
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Meade Annex
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North Severn (Annapolis)
Patuxent NAS
Walter Reed Army Medical

VIRGINIA

Cameron Station
Dahlgren NW
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Myer @ Cameron
Quantico MSC
Vint Hill Farms
Bellwood Warehouse
Camp Elmore
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Langley AFB
Norfolk SDA 213
Little Creek NAB
Oceana NAB
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Richmond Support
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Jacksonville Complex:
  1. Jacksonville NAS
  2. Cecil Field
  3. Mayport
NTC Orlando
Patrick AFB
McDill AFB
Homestead Field
Eglin AFB
Hurlbert Field
Key West Navy
Pensacola Complex:
  1. Ellyson Field
  2. Whiting Field
  3. Corry Station
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CG St. Petersburg

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CONTACT:
DAVID GREEN, Vice President
WALTER WOLFEL
DIRECTOR OF MILITARY SALES
HANNAH GREEN, MILITARY LIAISON

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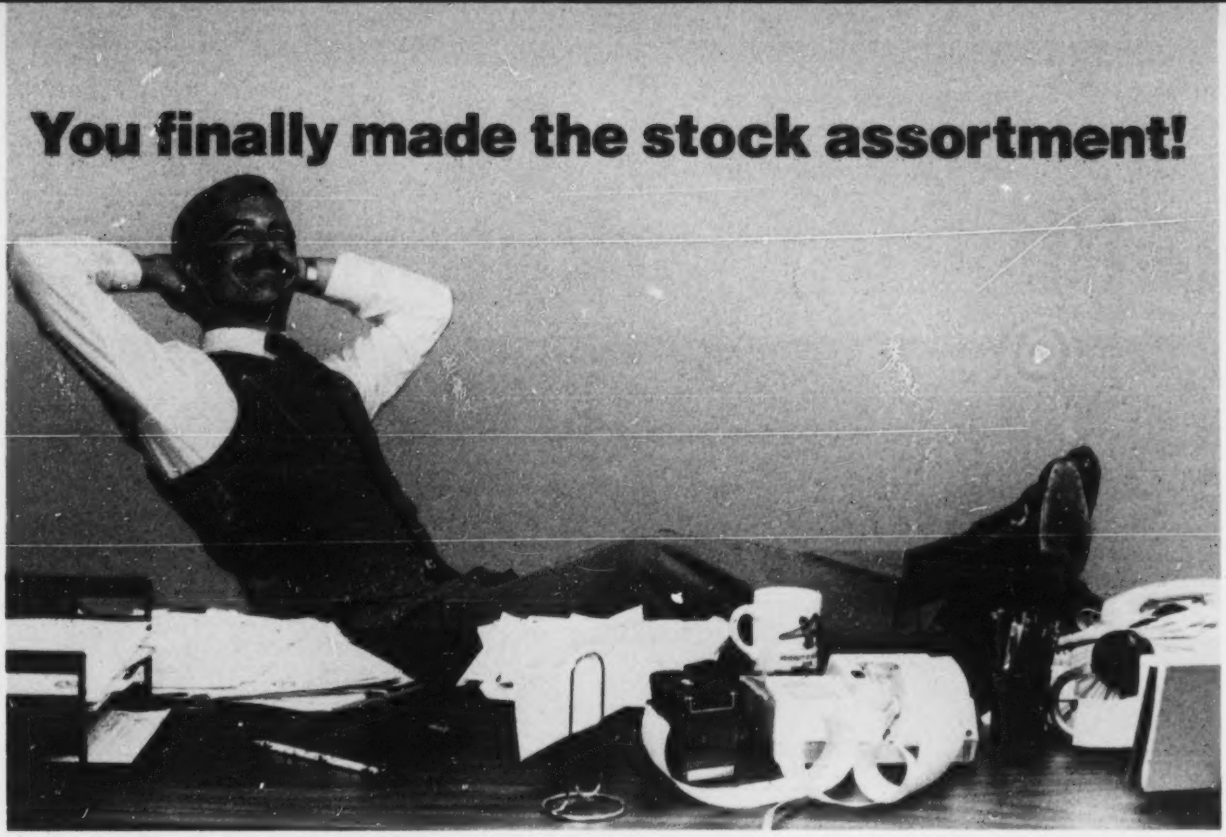
Norfolk Industrial Park
Norfolk, Virginia
1-804-853-0833

B. Green of Florida
1264 LaQuinta Drive
Orlando, Florida
1-305-859-2481-82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Now you can relax... if you've got OFF DUTY working for you.

It was hard work to get your line on the stock list. And to *stay* on it, you need to show results. Product movement. Reorders.

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Start with OFF DUTY.

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OFF DUTY is the beautiful, full-color military leisuretime magazine. It's issued monthly, in three separate editions for Europe, Pacific and America so you can target your message where your products are available.

OFF DUTY also offers demographic "splits" so you can target FAMILIES in base housing or SINGLE TROOPS in training areas or aboard ship.

OFF DUTY is delivered door-to-door in government housing plus another 4200 on-base distribution points worldwide. It's the only military magazine seen *everywhere*—in exchanges, commissaries, clubs, dayrooms and recreation centers.

OFF DUTY even features a Reader Information Service card in every issue so customers can contact *you.*

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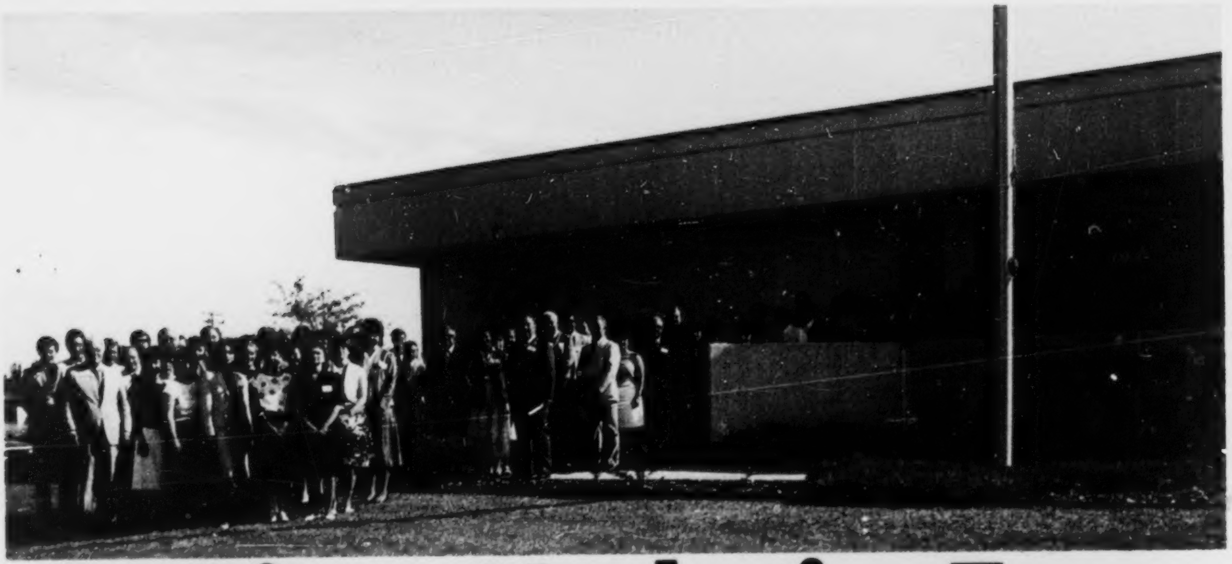
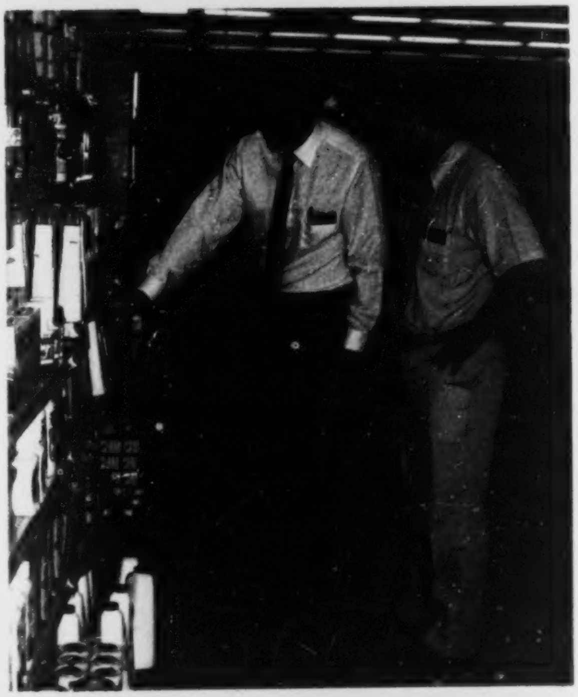


The Dixon Marketing Team.



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Your eyes.
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An Important Military Maneuver is in the Making.

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An excellent return on investment is virtually guaranteed – because your patrons have been waiting for something like this to happen.

L'Oréal couldn't keep them waiting a moment longer. Can you? Join forces with L'Oréal for more beauty profits. Call your Eurpac representative for complete program details.

L'ORÉAL®

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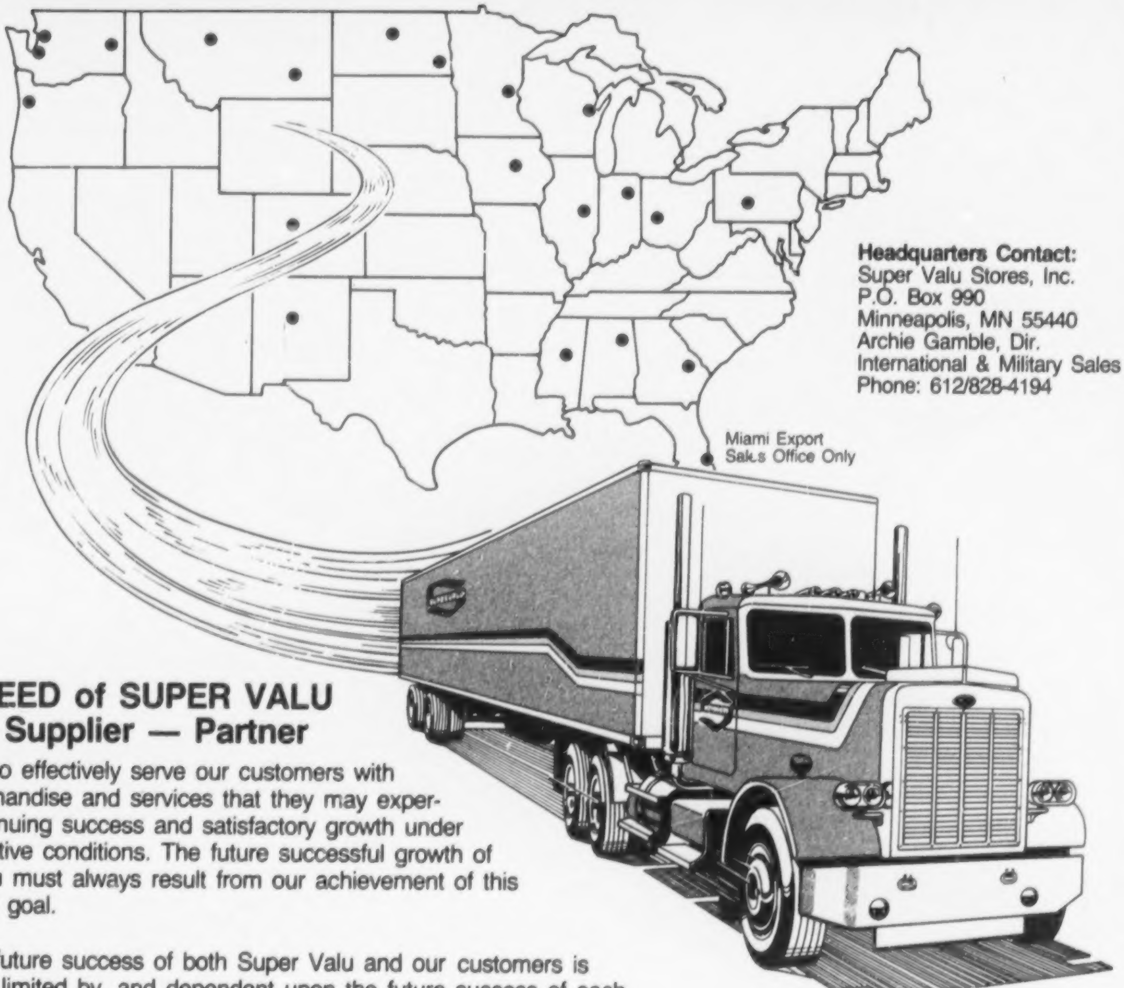
"Positioned To Be Of Service"



Headquarters Contact:
Super Valu Stores, Inc.
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Minneapolis, MN 55440
Archie Gamble, Dir.
International & Military Sales
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We shall so effectively serve our customers with both merchandise and services that they may experience continuing success and satisfactory growth under all competitive conditions. The future successful growth of Super Valu must always result from our achievement of this meaningful goal.

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Export Sales Offices Located in Miami, Florida and Tacoma, Washington for all overseas commissary needs

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How to use this listing: This membership listing provides a complete roster of all American Logistics Association Industry Members and up to four individuals, the maximum allowable, designated by each company as their "corporate umbrella" members. The listing is current as of July 16, 1986.

Since "corporate umbrella" members may not necessarily be located at the listed company's address or telephone number it is important that reference be made to the Index to ALA Members, pages 70–167, where these and all other categories of ALA's membership are alphabetically listed. The Index to ALA Members will also indicate individuals' ALA Chapter affiliations, where applicable.

This Industry Members listing also indicates DLA-assigned Supply Bulletin Contract numbers in the 10-500 and 10-600 series for ALA member manufacturers and suppliers, where applicble. The numbers are shown as either "SB 10-500-000" or "SB 10-600-000", with the last three digits being the supplier's assigned brand name contract nember. Provided also is a brief description of the products, services and special capabilities of ALA Industry members serving military and government resale and troop subsistence activities worldwide.

The Voting Member for each company holding current ALA membership is shown in italics. Need Help? The American Logistics Association will be happy to answer your questions about current membership information. Contact the ALA at (202) 466-2520 or write to us at 1133 Fifteenth Street, NW, Washington, DC 20005.

A

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Pat Kline
Joe McDonald
Mike Weinstein
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SB 10-500-127

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Mail NH530
Golden, CO 80401
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Mark Digiosio
Ronald C. George
Phil Harfoush
Rod Takakawa
Manufacturer of Coors, Coors Light, Herman Josephs, George Killian's for sale to military clubs, package stores and exchanges, in a 42 state area.

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D-6000 Frankfurt/Main 70
West Germany
Tel: 069/681010
Mary-Michaele Brooks
Robert E. Beltz
Tony Moore
Lothar Rehbein
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We manufacture and market HABA as well as grocery and household products to commissaries and exchanges through our broker, S & K Sales. Brand names include Alberto, V05, FD5, TCB Ethnic Hair Care Products, Consort Men's Hair Care Products, Mrs. Dash Salt Alternative Products, Sugar Twin, and Static Guard.
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Representing: Shulton men's and womens's fragrances; Breck Hair Products; Jacqueline Cochran Men's and Women's Fine Fragrances; Household Products—Pine-Sol & Combat Roach Control System; Lederle Labs--Centrum Stresstabs.
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SB 10-500-587

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Paul T. Clark
A. J. Sosa
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B

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SB 10-500-632

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(617) 794-0422
Sam Perruccio
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Military broker selling primarily to East Coast commissary and exchange outlets, grocery, frozen food, dairy, meat, H.B.A.

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Ed Snell
Larry Thomas
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Hunt Wesson Brands-Orville Redenbacher-Peter Pan Sanna Brands-Laschoy Oriental Foods-Gebhardt Brands-Rosarita Brands-Fisher Nuts-Soup Starters
SB 10-500-328
SB 10-500-467

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BEECHAM PRODUCTS DIVISION OF BEECHAM, INC.
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SB 10-500-446

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Mitch Berliner
Full line distributors of ice cream and frozen speciality items to military commissaries in the Mid-Atlantic Region.

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A Division of CPC International, Inc.
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(201) 894-2573
Robert L. Riebow
Best Foods is a processor of grocery and institutional food and household products in worldwide distribution.
SB 10-500-011

BEVERAGES, FOODS AND SERVICE INDUSTRIES, INC.
Subsidiary of Pepsico, Inc.
5310 Harvest Hill Road
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Dallas, TX 75230
(214) 934-1008
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Rene T. Junco
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SB 10-500-274

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1600 Monticello Avenue
Norfolk, VA 23501
(804) 622-6501
Gordon Ward
Eugene Dillion
Joseph Hughes
Danny Lovell
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P.O. Box 5387
Virginia Beach, Va 23455
(804) 460-0968
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Craig Bisek
Lewis A. Ottavi
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SB 10-500-235

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Sacramento, CA 95815
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SB 10-500-455

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John Devine
Jerry Pine
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Clark Montgomery
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SB 10-500-057

BROWN-FORMAN INTERNATIONAL LTD.
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6072 Dreieich/Sprendlingen
West Germany
Phone 06103-68721/62088
Telex 4170 406 HARI d.
Karl E. Haehn
Gerhard R. Risse

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P.O. Box 1177
West Point, MS 39773-1177
(601) 494-3741
Kim Denton Bessac
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(904) 246-8211
Bud Steele
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Mail Station 1699
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(305) 596-7737
Timothy Johnson
Oliver Brown

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P.O. Box 98748
Tacoma, WA 98498
(206) 922-2992
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Kevin Burke
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C

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Ed Crimmins
C.D. Wise
Jack Bell
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Peter Kahne
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Bill Fox
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SB 10-600-038

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Mike Postoian
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SB 10-500-009
SB 10-500-097

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SB 10-500-373

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SB 10-500-321
SB 10-500-451

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SB 10-600-041

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SB 10-500-260

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DHC-WERBUNG GmbH
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E

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SB 10-500-390

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F

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W. V. Stephenson
R. R. Richardson
Manufacturers of "GLAD" plastic wrap and bags.

FLASH STEAK COMPANY, INC.
7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558
Chris Sanchez
Distributors of frozen and dry items to miliatry commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.
6301 Waterford Blvd.
Box 26647
Oklahoma City, OK 73126
(405) 841-8458
Robert Pitts
Charles Gates
Bob Shields
Roy W. Spencer
Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

FOOD SERVICE COMPANY WEST FLORIDA, INC.
P.O. Box 4664
Pensacola, FL 32507
(904) 455-2681
Allen Evans
Ron Coggins
James Evans
Jerry Thomas
Distributors of dry, chill, and frozen products. Store door delivery of ethnic, specialty, and gourmet foods. Coverage includes Florida, Alabama, Mississippi, Louisiana, and Tennesse.

FOSTER GRANT CORPORATION
289 North Main Street
Leominster, MA 01453
(617) 534-6511
Richard Schleigh

FRANCOIS L. SCHWARZ, INC.
5505 W. Gray Street
Tampa, FL 33609
(813) 879-8013
Charles H. Bridges
Jeffrey W. Brown
Jeffrey P. Hausman
Clifford T. Melton
Worldwide sales and marketing specialists to the total military market.

FRITO-LAY, INC.
P.O. Box 35034
Dallas, TX 75235
(214) 351-7088
John Patrick
Bud Hand
George Wessberg
Don Harper
Manufacturers and marketer of potato chips , corn chip, tortilla chips, cheese flavored puffs, pretzels, crackers, cookies, jerky beef sticks, and specialty snacks for resale in military commissaries and exchanges worldwide.
SB 10-500-274

FRONT RANGE DISTRIBUTORS
735 Valley Street
Colorado Springs, CO 80915-3721
(303) 574-2823
Richard Laraia
Ethan Hokit
Bill D. Krauth
Cheryl A. Laraia
We are a full service Military Distributor of food and non-food, frozen and chilled products to commissaries in Colorado and Wyoming.

FUJI PHOTO FILM USA, INC.
800 Central Blvd.
Carlstadt, NJ 07072
(201) 935-6022
Robert J. Ferguson
Cheryl Biro
Fuji Brand Amateur Film, Fuji Cameras and Optical Products, MiniLab Processing Systems, Fuji Photofinishing Paper

G

G & B PACKING CO., INC.
1033 MacLay Street
P.O. Box 1647
Harrisburg, PA 17105
(717) 232-1984
Lee Schiller
Lawrence Grossman
Jack Kime
Export packing house specializing in the inspection, marking, and delivery of commissary freight to government activities. Specialist in source load containerization. Eastern distribution center for warehousing services for commissary suppliers.

GAINES FOODS, INC.
660 White Plains Road
Tarrytown, NY 10591
(914) 332-9600
Ted Thomas
Ernie Steinle
Ron Schneider
Manufactures and markets Gaines Pet Foods--Cycle Dry and Canned, Gaines burgers, Top Choice, Gravy Train, Tast-Tee Chunks, Seven Seas Salad Dressing and Chiffon Margarine.
SB 10-500-329

GALLETTI BROTHERS FOODS
2900 Ayres Ave.
Los Angeles, CA 90058
(213) 744-1830
Vaughn R. Clark
Al Galletti
Chuck Pope
A complete line of random weight (packages). Frozen seafoods available in tray-pack or boxed, complete with cooking suggesions and nutritional information prepriced with scannable V.P.C. label.
SB 10-500-317

GARRITY INDUSTRIES, INC.
14 New Road
Madison, CT 06443
(203) 245-8383
Paul Garrity, Jr.
Paul Garrity
Tom Bettis
Kevin Garrity
Manufacturer of a complete line of high quality disposable lighting products, refillable lanterns, high-tech refillables and safety products.

GATEWAY MARKETING, INC.
Schlesierstrasse 6
6200 Wiesbaden-Nordenstadt
West Germany
Telex: 4 182 431 gtwy d
Tel: 0 61 22/1 50 96
Harold Poel, Jr.
Harrison Aiken
Arthur D. Avedisian
Robert Young
Manufacturers' Representatives.

GENERAL ELECTRIC COMPANY
6210 North Beltline Road, #115
Irving, TX 75063
Stan H. Nordel
R. W. Slater
John Dineen
Walter Buckert
Manufacturers of radio, tape, CB/WT and telephones.
SB 10-500-475

GENERAL FOODS
250 North Street
White Plains, NY 10625
(914) 335-2025
Larry Craybas
A. Rich Carani
Dennis Gibson
Lloyd A. Nelson
Manufactures and distributes food products and beverges in six major categories: powdered soft drinks, coffee, frozen foods, desserts, breakfast products, and main meal products.
SB 10-500-058
SB 10-500-153

GENERAL MILLS, INC.
N.W. Business Campus
3033 Campus Drive, Suite #335
Minneapolis, MN 55441
(612) 559-9450
F. William Kastor
Edward G. Newton
Pete Bannochie
Chuck L. Williams
Grocery Products Sales Division specializes in processed grain products; i.e., family flour, dessert and baking mixes,casseroles, ready-to-eat cereals, instant potatoes and granola snacks.
SB 10-500-050

GEORGE A. HORMEL & CO.
P.O. Box 800
Austin, MN 55912
(507) 437-5474
Gene M. Hopkins
Al Fleiner
James E. Hall
Robert F. Patterson
Meat Packing Plant which distributes meats, canned products and frozen items to military commissaries and exchanges worldwide.
SB 10-500-084 (A&B)

GEO. ABBOTT & CO., INC.
92 W. Main Street
Chester, CT 06412
(203) 526-9531
Allen Abbott
Richard Pettit
William Reed
Hal Whitaker
Manufacturer's representatives for U.S. military commissaries and exchanges on a worldwide basis for a limited number of nationally known brand name manufacturers.

GEORGIA-PACIFIC CORPORATION
Consumer Paper Products Division
320 Post Road
Darien, CT 06820
(203) 655-1100
James Dulin
Darielle Ross
Lannie Erickson
Manufacturer of assorted household paper products including Delta, MD, Hudson and Mr. Big, Coronet Brands.
SB 10-500-430

GERBER PRODUCTS COMPANY
445 State Street
Fremont, MI 49412
(616) 928-2000
Fred Panyard
Arnold Anderson
Charles E. Brown
Bill Leonard
Full lines of baby food (strained, junior, meat, juice, cereal and bakery) plus general merchandise products (clothing, toys and accessories).
SB 10-500-109

GIBSON GREETING CARDS
2100 Section Road
Cincinnati, OH 45237
Bill Kuchem
Sam Facciolo
Dave Manley
Dave Pettigrew

GILLETTE COMPANY
Prudential Tower/24
Boston, MA 02199
(617) 421-7000/
Arthur D. Kiernan
Peter C. Alltop
Steve Pedersen
Manufacturer of blades, razors, Criket disposable lighters, deodorants, shaving creams, hair care products, Paper Mate writing instruments and Oral B Products to military commissaries and exchanges worldwide.
SB 10-500-448

GOLDEN FOOD PRODUCTS, INC.
1031 44th Street
Newports News, VA 23607
(804) 497-4097
Irvin Holszweig
David Ruben
Frank Ruben
Distributor of L. G. Potato Chips and snacks to commissaries, exchanges and military clubs in the Hampton Roads, VA area.

GOLDEN GRAIN MACARONI CO.
1111-139th Avenue
San Leandro, CA 94578
(415) 357-8400
Donald Rittenhouse
Max Boswell
Bruce Heron
John Palazzo
Manufacturer of Pasta Products, Rice-A-Roni Flavored Rice Mixes, Noodle Dinners, Dried Beans, Rice, Soup Mixes, Ghirardelli Chocolate Products and Vernell's Fine Candies.
SB 10-500-416

GOODMARK FOODS, INC.
14348 Coral Reef Dr. S.
Jacksonville, FL 32224
(904) 223-0764
Tom Hack
Kevin Migdale
Robert Stern
Manufacturer of Snack Food Products: Slim Jims, Pemmican, Penrose, Andy Capp's Grain Snacks to military commissaries, exchanges and ships afloat worldwide.

GOYA FOODS, INC.
100 Seaview Drive
Seccacus, NJ 07094
(201) 348-4900
John Raimondi
Hispanic foods manufacturer: beans, rice, olives/oil, malta; imported seafoods, spices, nectars, cream of coconut (for Pina Coladas) for military resale worldwide.
SB 10-500-212

B. GREEN & COMPANY, INC.
3601 Washington Boulevard
Baltimore, MD 21227
(301) 247-8300
Hannah Green
David Green
Randolph Winstead
Walter Wolfel
Distributor of dry/perishable/frozen foods to commissaries and exchanges on the East Coast. Distribution network extends from NY to FL. Distribution Centers also in NC, Norfolk, VA, and Orlando, FL.

GWALTNEY OF SMITHFIELD, LTD
P.O. Box 489
Smithfield, VA 23430
(804) 357-3131
Billy Redd
Frank Kutcher
D. F. Radcliffe
John Beacham
Full line processors of fresh, smoked and packaged meats to European commissaries, Army, Air Force and Navy.

H

THE HAAGEN-DAZS COMPANY
Glenpointe Centre East
Teaneck, NJ 07666-6782
(201) 692-0900
Richard B. Fortmeyer
James E. Richards
Alan Rodda
Alexander Bozzi
Manufacturer of ice cream products.

H. J. HEINZ COMPANY
P.O. Box 57
Pittsburgh, PA 15230
(412) 237-5757
A. J. (Al) Skorupka
Chuck Frank
Harry M. McNamara
Greg Asbra
Manufacturer of: Baby Food, Beans, Meat Sauces, Barbecue Sauce, Worcestershire Sauce, Chico-San Rice Cakes, Pureed Foods, Entrees, Mustard, Pickles, Relish, Peppers, Gravy, Soups, Vinegar, Ketchup, Weight Watchers Products and Alba Brand Products.
SB 10-500-098

H. P. HOOD, INC.
500 Rutherford Avenue
Boston, MA 02129
(800) 343-6592
Donna Endslow
H. P. Hood/Clearfield Cheese, Inc. is a Natural Dairy Foods Company marketing a complete line of refrigerated products.
SB 10-500-571

HALLMARK CARDS INC.
25th & McGee
P.O. Box 580 (Mail Drop 219)
Kansas City, MO 64141
Jim Foster
Bob Frazier
Peter Kraemer
Ray Wiseman

HAMBERGER ENTERPRISES, INC.
7204 Wimsatt Road
Springfield, VA 22151
(703) 941-8818
Arnold Hamberger, Jr.
Steven Hamberger
Kelly Kelley
Lowell J. Chambers

HANES KNITWEAR
P.O. Box 3019
Winston-Salem, NC 27102
(919) 744-4042
John R. Engle
Martha Hill
Richard Dally
Jack Ward
Manufacturer of men's 100% cotton underwear, blend underwear, fashion underwear, and thermal underwear sizes 3-60. Also boy's and girl's Showtoons specialty underwear. All products sold worldwide.

HANOVER BRANDS, INC.
Route 116 and Ridge Avenue
P.O. Box 334
Hanover, PA 17331
(717) 632-6000
Telex: 840-401
Dwight Summers
Andrew Murray
Edward Reinhart, Jr.
Leonard Marsico
HANOVER Prepared Salads, Pork & Beans, Kidney Beans, and other canned vegetables HANOVER Frozen vegetables and Vegetable blends. SUPERFINE Onions and vegetables. MYERS Frozen Soups and Entrees. AUNT KITTY'S SOUPS.
SB 10-500-330

HAROLD S. STEIN & ASSOCIATES
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651
Harold S. Stein
Ed Mcarthur
Dorothy R. Alcaria
R. E. "Rick" Stone
Master Brokers for food manufacturers offering complete coverage to the military resale stores worldwide.

HARTZ MOUNTAIN CORPORATION
700 South Fourth Street
Harrison, NJ 07029-9987
(201) 481-4800
Arthor H. Pym
Manufacturer of pet supplies. Direct and full service available for exchanges. Manufacturer of rug cleaning supplies (Carpet Magic) including machine rentals.

HASH MARK ASSOCIATES, INC.
P.O. Box 116754
Carrollton, TX 75011
(214) 306-1234
William A. Lowell, President
Manufacturer's representatives specializing exclusively in the sale and merchandising of brand name consumer products to the four exchange systems of the U.S. Armed Forces only on a worldwide basis.

HBM/CREAMER, INC.
1633 Broadway
New York, NY 10019-6773
(212) 887-8000
Art Becker
A full service advertising agency with specific expertise in marketing to the military.

HELENE CURTIS INDUSTRIES, INC.
325 N. Wells Street
Chicago, IL 60610
(312) 661-0222
George Baltic
Manufacturer of hair care and skin care products for resale in military commissaries and exchanges worldwide.
SB 10-500-126

HELME TOBACCO COMPANY
387 Park Avenue South
New York, NY 10016
(212) 561-8700
John M. Chittenden
Peter Ghiloni
Thomas Helms
Thomas Ryan
We sell smokeless Tobacco Products. Moist Snuffs (Redwood, Silver Creek, gold River-, Loose Leaf Chewing tobacco (Chattanooga Chew, Country Blend, Mail Pouch, Apple Jack, Lancaster Premium Chew, and Dry Snuff to military commissaries and exchanges. Represented by Dunham & Smith Agencies, Inc., Military Brokers.
SB 10-500-618

HERB-OX SALES, INC.
P.O. Box N
746 Mamaroneck Avenue
Mamaroneck, NY 10543
(914) 698-7900
Karl Manchon
Howard Lazar
Herb-Ox Bouillon Cubes, Instant Bouillon, Broth and Seasoning Packets, Low Sodium Broth and Seasoning Packets — The ONLY complete line of boullion products.
SB 10-500-383

HERBERT HALPERIN DISTRIBUTING CORPORATION
4801 Forbes Blvd.
Lanham, MD 20706-0792
(301) 731-5600
John Loveys
Izzy Peltin
Distributor of perishable food products in the Capital area including Dannon Yogurt, Marie's Dressing, HH Fine Products, Say Cheese, R-W, Imported & Domestic Cheeses, Jimmy Dean Sausage, Plumrose Ham, Mexicali, Maybud, Laughing Coe, Alouette, Wispride, Gererd, Ile de France.

HERSHEY CHOCOLATE COMPANY
19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4476
James G. Nolan
H. T. Cook
C. R. Kelly
Manufacturers of Hershey's, Reese's and Y&S Candies branded confectionery and grocery products. Products are available to worldwide commissaries and exchanges.
SB 10-500-055

HERSHEY PASTA GROUP
One Chocolate Avenue
Hershey, PA 17033
(717) 534-5546
Dick McCauley
Bill Pace
Harry Westfall
Bill Deppe
Full-line pasta manufacturer. Full commitment to Military Resale System through Hershey Pasta Group brands, nation-wide network of military brokers and sales representatives.
SB 10-500-184

HERTA KG
Westerholter Weg 750-770
4352 Herten
West Germany
02366/301-233
Lutz Dechamps
Hans Mettke
Peter Haxel
Manufacturer of delicatessen luncheon meats. Running Delicatessen shops in Army and Airforce Commissaries in Europe (Germany, UK, Spain, Italy).

HIGHPLAINS MARKETING SERVICES, INC.
8000 E. Girard Avenue
Suite 512
Denver, CO 80231
(303) 695-8899
Donald G. Goetz
John Petersen
Rick G. Thompson
Ed Winter

HILLS BROS. COFFEE, INC.
Two Harrison Street
San Francisco, CA 94120
(415) 546-4600
J. F. Seibel
Robert Salter
Importers, manufacturers and distributors of coffee and related beverage products made available for resale in commissaries, exchanges and for military clubs worldwide.
SB 10-500-032

HOERTER PROVISION CO., INC.
P.O. Box 37
Swedesboro, NJ 08085
(609) 467-3232
Ronald B. Hoerter
Thomas E. Baxter
Deborah A. McNabb
Military only distributor of frozen, chill and grocery items. Central Eastern States. Also public warehousing facilities customs bonded.

I

IBP, INC.
P.O. Box 515
Dakota City, NE 68731
(402) 494-2061
Lou Havrilla
Dick Bond
Bill Gandy
David C. Layhee
World's largest Cattle-Pak boxed Beef processor. Full line of primal, subprimal, supplemental, thin meat, variety meat and ground beef products. Also, fresh and vacuum packaged pork cuts.
SB 10-500-834

INNOVATIVE TIME CORPORATION
6054 Corte del Cedro
Carlsbad, CA 92008
(619) 438-0595
Mary O'Connor
Manufacturer of men's and ladies' fashion/sports and electronic digital watches for resale to all military exchanges and ships afloat worldwide.

INTERNATIONAL MERCANTILE GmbH
Rossmarkt 21
D-6000 Frankfurt/M 1
West Germany
(069) 284504
Telex: 4170230
Joseph H. Koedding
Thomas Moffat
Michael Barcoe
Military brokers to commissaries and exchanges in Europe.

INTERNATIONAL PLAYTEX
700 Fairfield Avenue
Stamford, CT 06904
(203) 356-8042
Carl Finley
Ken Just
Dennis Shouldice
Manufacturers of WOW bras, Playtex bras and girdles, Super Look panties.
SB 10-500-535

J

J. D. INTERNATIONAL
P.O. Box 470
Fairfax Station, VA 22039
(703) 250-8071
Jim Murphy
Diane Murphy
Food brokers serving the military commissary market specializing in the sale of perishable commodities.
SB 10-500-106

J. L. PRESCOTT COMPANY
27 Eight Street
Passaic, NJ 07055
(800) 631-8592
Wilson McPherson
Peter Marino
Matthew T. Carroll
Manufacturer of Private Label Household Chemical Products and Hair Care Products, also available, control Labeled Rainbow & Dazzle Household Products.

J. M. SMUCKER COMPANY
P.O. Box 280
Orrville, OH 44667
(216) 682-0015
Donald V. Todd
Kenneth E. Dountz
Bruce Hume
Apple Butter, Preserves, Jams & Jellies, Ice Cream Toppings, Fruit Syrups, Natural Peanut Butter, Goober, Gift Boxes.
SB 10-500-325

J. T. HERVEY & ASSOCIATES, INC.
P.O. Box 76
San Carlos, CA 94070
(415) 592-8890
Jack Hervey
Ralph Finely
Henry Duke
Bill Kelso
A broker for Military Sales in the Western States.

JAMES RIVER CORPORATION
800 Connecticut Avenue
P.O. Box 6000
River Park
Norwalk, CT 06856-6000
(203) 854-2407
Robert F. Patrick
Dick Holzer
Manufacturer of Consumer Brands: Northern--Brawny--Bolt--Waxtex--Dixie Consumer Cups & Plates.
SB 10-500-431

JBL INTERNATIONAL
8500 Balboa Boulevard
Northridge, CA 91329
(818) 893-8411
Loye Bechtold
Bruce Scrogin
JBL--Home, Automotive and Professional Loudspeaker Systems.

JENSEN SOUND LABORATORIES
International Division of Esmark
4136 N. United Parkway
Schiller Park, IL 60176
(312) 671-5680
Steve Sienicki
Manufactures automotive and home audio products; three additional divisions within Jensen include ADVENT speakers, DISCWASHER record care products and PHASE LINEAR home audio products.

JFC INTERNATIONAL, INC.
349 Allerton Avenue
So. San Francisco, CA 94080
(415) 873-8400
Vincent Kaleel
Barry Gatrell
Thomas Sugihara
Gayle Walorinta
The largest importer and distributor of Oriental Foods. Eight branch offices and warehouses throughout the U.S. Some brandnames are Dynasty, Wel Pac, Hapi, Kokuho.
SB 10-500-492

JILLSON DISTRIBUTORS, INC.
8221 Arjons Dr.
Suite A
San Diego, CA 92126
(619) 566-8000
James K. Jillson
We provide distribution of frozen, refrigerated and dry goods to all Navy, Marine, Army and Air Force stores in Southern California and Las Vegas, Nevada.

JOAN M. JOHNSON COMPANY
P.O. Box 10400
Honolulu, HI 96816
(808) 373-4533
Joan Johnson
Leonard Gollob
Johnnie Johnson
Maurice Johnson
Hawaii area marketing specialists in military and civilian sales. Promotion, merchandising and demonstration services. Consultants and specialists in contracting, shipping, warehousing and inspection problems.

JOHN K. KEALY COMPANY
8000 Capwell Drive
Oakland, CA 94621-2108
(415) 562-8136
Michael Kealy
David Fishman
Paul Fleenor
John K. Kealy
Since 1946, the leading military rep organization to the exchanges. Branch offices in Dallas, San Diego, Honolulu, Norfolk, Frankfurt, and throughout the Pacific. Warehousing also available.

JOHN MORRELL & COMPANY
191 Waukegan Road
Northfield, IL 60093
(312) 441-4330
Ronald Gittins
Mark Mattingly
Steve Purdy
W. R. Wallace
Manufacturer of a full line of processed meats, as well as fresh beef, pork, and lamb cuts. We also manufacture a full line of vacuum-packed boneless pork.
SB 10-500-391

JOHNSON & JOHNSON
501 George Street
New Brunswick, NJ 08901
(201) 524-8366
Richard E. Scott
Leonard E. Nangel
J. E. Reinert
Lewis W. Williams
World's largest manufacturer of first aid products, baby toiletries, oral hygiene products, analgesics, sanitary protection products, and child development toys for resale to commissaries and exchanges worldwide.
SB 10-500-158

JOHNSON BROTHERS DISTRIBUTORS, Inc.
66 Bonaventura Drive
San Jose, CA 95134
(408) 263-4417
Marvin G. Johnson
Lemaun Johnson
Distributor of deli products (cheeses, margarines, orange juices and other chilled goods, biscuits, and other products sold in commissaries, exchanges and ships afloat worldwide.

JOHNSON PRODUCTS COMPANY, INC.
8522 South Lafayette Avenue
Chicago, IL 60620
(312) 483-4100
Neal A. Harris, Jr.
Sylvia J. Wynn
George E. Johnson
Warren A. Steele
Offers relaxers, curl products, conditioners, shampoos and cosmetics for the ethnic consumer.
SB 10-500-288

JOVAN BEECHAM COSMETICS
980 North Michigan Ave.
Chicago, IL 60611
(312) 951-7164
Sharon E. Ganley
Sean E. Greene

JUICE BOWL PRODUCTS, INC.
P.O. Box 1048
Lakeland, FL 33802
(813) 665-5515
Roy Smith
Rick Plank
Full Line Supplier of Canned Juices and Juice Drinks (6 oz, 12 oz and 46 oz Sizes).
SB 10-500-222

K

KAHN'S/HILLSHIRE FARM COMPANY
3241 Spring Grove Avenue
Cincinnati, OH 45225
(513) 541-4000
Mary E. Kelly
Keith Eubank
Ed Feinstein
John M. Tuberty
Manufacturer of a complete line of meat products for retail and institutional consumption for military commissaries and exchanges worldwide.
SB 10-500-079

KAL KAN, INC.
3386 E. 44th Street
P.O. Box 58853
Vernon, CA 90058-0853
(213) 587-2727
John F. Briscoe
Cheryl Cook
Manufacturers and distributors of premium pet food including KAL KAN canned dog food, KAL KAN canned cat food, ME dry dog food, CRAVE dry cat food, PETCRAFT MARROBONE dog biscuits.
SB 10-500-190

KAYSER-ROTH MILITARY SERVICE DIVISION
1221 Avenue of the Americas
New York, NY 10020
(212) 536-1000
Herbert Kaplan
Jake Cross
Jerry Kaminer
William M. Smith
Manufacturer of Interwoven Socks, No Nonsense Panty hose, Jiffies Slippers, Burlington Socks (Men's and Ladies), Levi's Socks, Supp Hose, Gant Socks, Eagle/Ballet Socks (Men's and Ladies), Westminster Socks.

KEEBLER COMPANY
One Hollow Tree Lane
Elmhurst, IL 60126
(312) 833-2900
Joseph F. Nischbach
Dennis A. O'Connor
Gary S. Scarafile
Fred G. Whitson
"Uncommonly Good" Cookies, Crackers, Soft Batch Cookies, Ice Cream Cones, Salty Snacks and Pie Crusts for military patrons at commissaries, Exchanges and Vending Machines.
SB 10-500-223

KEEPIT MAGAZINE
Karlstrasse 20
6900 Heidelberg
West Germany
06221/28094
06221/161355
Mollie R. Kerr
Barry Swanson
Ulrike Genz
Joseph A. Vitiello
A different monthly magazine, a practical "How-To-Guide," kept as a reference to live in Europe. Emphasis on: Beauty-Health Food/Nutrition-Travel-Household Consumer Education, Cir: 40,000.

KELLOGG SALES COMPANY
One Kellogg Square
P.O. Box 3599
Battle Creek, MI 49016-3599
(616) 961-2373
J. W. Brevitz
H. T. Monahan
Ready-To-Eat Cereal, Pop-Tarts, Toaster Pastries, Corn Flake Crumbs, Croutettes, and Rice Krispies Bars.

KENTUCKY FRIED CHICKEN
P.O. Box 32070
Louisville, KY 40232-2070
(502) 456-8900
Harold Dunford
Dave Cattell
Terry Parks
Luigi Salvaneschi
The largest chain of chicken restaurants in the world. 4,600 domestic stores employing about 69,000 people. 1,600 international stores. 1984 sales: $3.5 billion.

KERN FOODS, INC.
13000 East Temple Avenue
City of Industry, CA 91749
(818) 369-5111
Joe Bauer
Richard Kern
Packers of: Tomato Juice, Tomatoes, Catsup, Tomato Sauce, Nectars, Vinegar, Preserves & Jellies, Island Punch, Grapefruit Juice. Represented by Continental Military Marketing and Highplains Marketing Services.
SB 10-500-474

KEYES MARTIN, INC.
841 Mountain Avenue
Springfield, NJ 07081
(201) 376-7300
Dan Gaby
Brendan Broderick
Linda Mezo
Jack Tucker
Full service Advertising and Public Relations Agency. Current billings 50 million. Special focus on marketing to the military. Major clients: AT&T Communications, PEOPLExpress Airlines, Blue Cross & Blue Shield, Weight Watchers.

KIKKOMAN INTERNATIONAL, INC.
50 California Street
Suite 3600
San Francisco, CA 94111
(415) 956-7750
Kaz Takei
Irene Hohener
Manufacturer of naturally-brewed Soy Sauce, Teriyaki Sauce, dried Seasoning Mixes, Steak Sauce, Sweet & Sour Sauce, salt-reduced Soy Sauce (LITE), Teriyaki Baste & Glaze, Sukiyaki, Memmi and Tempura Sauces.
SB 10-500-438

KING SHRIMP COMPANY/CARNATION SEAFOODS
P.O. Box 899
Brunswick, GA 31521
(912) 265-5155
Wallace Jacobs
Robert Brubaker
John L. Williams
James Willis
King Shrimp Co. produces quality seafood products under the Carnation and Golden Shore labels. These products are available to military commissaries worldwide.
SB 10-500-079

KITCHENS OF SARA LEE, INC.
500 Waukegan Road
Deerfield, IL 60015
(312) 948-6321
Raymond T. Pelelas
Manufacturer of frozen baked goods, cakes, rolls, and pies to commissaries, exchanges, clubs, hospitals, troop dining facilities, and other Government activities worldwide.
SB 10-500-079

KNR MILITARY SALES INC.
1641 Barcelona Street
Livermore, Ca 94550
(415) 449-0200
Kay Rinard
John Cassie
Scott Davis
John Hayward
Nina Rinard
Represents National and Regional food and hardline manufacturers to Commissaries and Exchanges for the Western States and Asia.

KRAFT, INC.
(RTL 3N)
Kraft Court
Glenview, IL 60025
(312) 998-3256
Sam Phelps
Jack Jones
W. R. Schopp
Terry Trummer
Kraft, Inc. manufacturers and markets a wide range of both Retail and Foodservice food products. Major categories: Dairy products, salad products, and includes brands such as Parkay, Philadelphia Cream Cheese, Miracle Whip Salad Dressing.
SB 10-500-132
SB 10-500-481

KROGER MANUFACTURING GROUP
1014 Vine Street
Cincinnati, OH 45201
(513) 762-1119
Steve West
Bill Hookway
Ron Rice
Adrian Vannice

L

L. J. ELKIN, INC.
1955 Center
P.O. Box 1908
Novato, CA 94948
(415) 897-9688
Lauren N. Elkin III
Lauren N. Elkin, Jr.
Bill McGhee
Frank Galvan
A professional, full service regional broker calling on the West and Far East commissary market since 1960. Limited client portfolio ensures full line coverage.

LAMUR, INC.
P.O. Box 1221
Minneapolis, MN 55440
(612) 571-1234
Alex Vella
James R. Sullivan
Manufacturer of high quality hair care (Style and Perma Soft Shampoo Conditioner, Hair Sprays) and personal care (24-Hour Deodorant and FemMist Personal Deodorant) products.
SB 10-500-639

LAND O'LAKES, INC.
927 8th Street
Kiel, WI 53042
(414) 894-2204
Ira M. Fredricksen
Milo Hartmann
Frank Hathaway
Jim Lee
The nation's number one butter manufacturer also offers Butter Blends, Margarines, Cheeses, other dairy products and Turkey products for worldwide resale in commissaries and exchanges.
SB 10-500-555

LEAF, INC.
2345 Waukegan Road
Suite 250, Bldg. 8
Bannockburn, IL 60015
(312) 940-7500
Joseph Cooper
Manufacturer of candy and gum, Whoppers Milk Duds, Clark, Jolly Rancher, Good and Plenty, Now & Later, Mr. Freeze, Ice 'N Creamy, and Easter, Halloween, and Christmas candy.

L'EGGS PRODUCTS, INC.
P.O. Box 2495
Winston-Salem, NC 27102
(919) 744-3847
Joe K. Clary
Jack Kelly
Bill Hunt
L'Eggs pantyhose, HANES underwear and BALI bras.

LENOX CHINA, INC.
3190 Princeton Pike
Lawrenceville, NJ 08648
(609) 896-2800
Terence Tabor
Karla Stein
Represented by Phil Singer Associates. American manufacturers of fine and casual china dinnerware and crystal stemware. Also manufactur ceramic giftware, plus crystal giftware and barware.

LEVER BROTHERS COMPANY
390 Park Avenue
New York, NY 10022
(212) 688-6000
Gerald V. Batti
Jerry Westman
Ray Marks
Russ Sherwood
Manufacturers of household, food and health and beauty aids products sold in commissaries and exchanges.
SB 10-500-030

LEWIS BEAR COMPANY
4150 West Blount Street
P.O. Box 17209
Pensacola, FL 32522
(904) 438-9651
Dan East
Morris Levine
Jonathan McBee
Robert K. Boyle
Military distribution and sales representing over 170 major manufacturers and food processors specializing in dry groceries, meats, refrigerated foods, frozen foods, beverages and general merchandise. Three Distribution Centers: Pensacola Division, Tasty Distributing Division, and Dothan Alabama Division.

LIGGETT & MYERS TOBACCO COMPANY, INC.
W. Main & Fuller Streets
Durham, NC 27702
(800) 334-0971
(919) 683-9000
Phil H. Hunter
Debbie C. Harris
Manufacturer of L&M, Lark, Chesterfield, Eve, Stride and Class A brands for resale to worldwide military commissaries/exchanges.
SB 10-500-174

L'OREAL
575 Fifth Avenue
New York, NY 10017
(212) 818-1500
(305) 726-2654
Robert Smalkin
Joseph Lamia
Arne Zimmerman
Manufacturers of cosmetics and beauty aid products: Preference Hair Color, Excellence Hair Color, Avantage Hair Color, Free Hold Styling Mousse, Ultra Rich Shampoo and Conditioner, Preference Shampoo, Protein Shampoo, etc. Lipsticks, Nail Color, Eye Accents, Visuelle Fluide Makeup, Visuelle Powder Blush and Visuelle Pressed Powder.
SB 10-500-418

LORILLARD
666 Fifth Avenue
New York, NY 10103
(212) 983-4400
J. R. Slater
Alice Brown
Ray Diaz
Bill Shaw
Manufacturer of tobacco products: cigarettes, chewing tobacco and cigars to military commissaries and exchanges in 50 states.
SB 10-500-103

LOYAL TRADING INTERNATIONAL LTD.
602 Ruttonjee House
11 Duddell Street
Hong Kong
Telephone: (5) 216103
Telex: 66148 LTIL HX
R. H. Scott
Pacific Area, All Military Accounts.

LUSTER PRODUCTS, INC.
1631 S. Michigan Avenue
Chicago, IL 60616
(312) 431-1150
Ann Rivers
Joe Edwards
Jory Luster
Manufacturer of Black Hair Care Products.

LYKES PASCO PACKING COMPANY
P.O. Box 97
Dade City, FL 34297-0097
(800) 342-9076 (FL)
(800) 874-9061 (out of state)
Fred Godfrey
Jim Courier
Ab Agliano
Worldwide distribution of quality competively priced products: frozen and ready-to-serve (chilled) orange and grapefruit juice, lemonade, apple, grape, and fruit punch.
SB 10-500-554

M

M&M/MARS
High Street
Hackettstown, NJ 07840
(201) 852-1000
Jim Finelli
Chris Mathe
Peter Connally
Leaders in Quality and Value, M&M's Chocolate Candies, SNICKERS Bar, MILKY WAY Bar, 3 MUSKETEERS Bar, MARS Bar, TWIX Cookie Bars, ROYALS CHOCOLATE, STARBURST Fruit Chews, SKITTLES Bite Size Candies, MUNCH Bar, KUDOS, Granola snacks.
SB 10-500-069

M&M PRODUCTS COMPANY
P.O. Box 16549
3602 Browns Mill Road
Atlanta, GA 30354
(404) 768-2941
Cornell McBride
Steven Anschel
Therman McKenzie
Harold Reid

M. J. DANIEL COMPANY, INC.
1000 Beltline Road
Carrollton, TX 75006-6212
(214) 245-3600
Telex 79-4024
Micheal Daniel
John Daniel
Fred Stahlhut
David A. Luckey
Specialists in hardlines (i.e. Toys, Housewares, Electronics, Computers, Hardware, Automotive, Outdoor Living, Jewelry, Stationery and Sporting Goods) providing worldwide sales and service to all Military Resale Systems.

M. POLANER, INC.
P.O. Box K
Roseland, NJ 07068
(201) 228-2500
Edgar Worton
Jack Halpert
Darrell Goff
Leonard Polaner
Suppliers of top quality jams, jellies, preserves, peanut butter, syrups, pickles and the sensational new chopped garlic in a jar.
SB 10-500-286

MARCAL PAPER MILLS, INC.
One Market Street
Elmwood Park, NJ 07407
(201) 796-4000
Alfred Wengert
Phyllis Donigian
Full line household paper products manufacturer and marketer, including paper towels, bathroom tissue, napkins, facial tissue, lunch bags, sipping straws, and wax paper.
SB 10-500-207

MARIN PRODUCTS
55 Frosty Lane
Ignacio, CA 94947
(415) 454-2434
Frank Silvestri
Jim Silvestri

MARION LABORATORIES, INC.
East 3
P.O. Box 9627
Kansas City, MO 64134
(816) 966-4000
(800) 821-4703
Terry Hunter
Ed Bickleman
Ray Dunaway
Ethical manufacturer of Os-Cal 250 and 500 calcium supplements, Gaviscon Tablets and Liquid, Debrox Drops, Gly-Oxide Liquid, and Throat Discs, made available for resale in exchanges and commissaries worldwide.
SB 10-500-333

MARKET WHOLESALE GROCERY COMPANY
7301 14th Avenue
P.O. Box 15679
Sacramento, CA 95852
(916) 452-3381
Gordon "Rex" Rechcygl
Edwin R. Kopping, Sr.
Phil S. Smith
Professional distributor of grocery and perishable products in northern California. Offers complete shelf stocking, display building, and order writing serices.

MARKETING PROPHETS
P.O. Box 71
East Millstone, NJ 08873
(201) 548-5545
Barbara Shay
Doris Nager
Jordan Sandrow
Michael O'Shay

MARTIN FRANKEL & ASSOCIATES
1429 E. Thousand Oaks Blvd.
Suite 111
Thousand Oaks, CA 91362
(805) 373-5311
Martin Frankel
Wayne Kunze
Military Brokerage Agency obtaining business from military commissaries and exchanges in California.

MASTER LOCK PROGRAM
2600 32nd Street
P.O. Box 10367
Milwaukee, WI 53210-0367
(414) 444-2800
Tony F. James
Peter Jung
Manufacturer of Padlocks, Entrance and Passage Way, Lever, Knob and Deadbolts Locks.

MAYBELLINE SALES CORPORATION
P.O. Box 413
Memphis, TN 38151
(901) 320-5123
Don C. Weldon
Recognized leader of eye, face, nail, and skin care product sales in the military resale market.

McCORMICK & COMPANY, INC.
414 Light Street
Baltimore, MD 21202
(301) 547-6198
John G. McCormick
Howard Dickerson
Robert Cliff
Bo Kitchens
Complete assortment of Spices, Onion & Garlic, Extracts, Food Colors, Teabags, Mexican Foods, Cake Decorations, Sauce & Gravy Mixes All fully supported by merchandising programs; distribution worldwide.
SB 10-500-015

McDONALD'S CORPORATION
One McDonald's Plaza
Oak Brook, IL 60521
(312) 887-3344
Wib Sutherland
Dae Abram
Cliff Raber
Win Christiansen
Food service for over 7,000 stores. Domestic as well as international.

McILHENNY COMPANY
Avery Island, LA 70513
(318) 365-8173
Edward M. Simmons
Richard G. Dunn
Paul C.P. McIlhenny
Manufacturers of TABASCO SAUCE.
SB 10-500-180

MEAD JOHNSON NUTRITIONAL GROUP
2404 Pennsylvania Street
Evansville, IN 47721-0001
(812) 426-6508
Daniel F. Kula
Sharon Miller
Mike Fulcher
Michael O'Rourke
Manufacturer of Infant Formulas: Enfamil, ProSobee, Nutramigen, and Pregestimil. Pediatric Vitamins: Tri-Vi-Sol, Poly-Vi-Sol, and Smurf's. Specialty Products: Nuturacil, Sustcal, Isocal, Tempra.
SB 10-500-303

MEDIA NETWORKS, INC./3M
600 Third Avenue
New York, NY 10016
(212) 661-4800
Cheryl Trinka
Jiro Semba
A division of 3M selling military advertising in national magazines to companies and corporations who have military product distribution to commissaries and exchanges on European and Pacific bases.

MEM COMPANY, INC.
Northvale, NJ 07647
(817) 465-4001
Richard Cromer
Tony Parra
Aristocrat Leather Products Inc., Members Only Fragrances For Men. Manufacturer of English Toiletries, Heaven Scent, Loves Baby Soft Fragrances and Tinkerbell Children's Toiletries to military commissaries and exchanges worldwide.
SB 10-500-498

THE MENNEN COMPANY
East Hanover Avenue
Morristown, NJ 07960
(201) 631-9079
William B. Amick
Dominic J. Larosa
Fred B. Lytal
Stephen H. Yarvis
The Mennen Company is a manufacturer of Health and Beauty Aids and Fine Fragrances.
SB 10-500-454

MENTHOLATUM COMPANY
1360 Niagara Street
Buffalo, NY 14213
(716) 882-7660
Rex Spencer
Theodore A. Hyde
Micheal Kesterson
Worldwide manufacturers of health and beauty aids: Cough/cold, external and internal analgesic, first aid, adult and children laxative, lipbalm, and oral hygiene products.
SB 10-500-610

MERCHANTS GROCERY COMPANY, INC.
800 Maddox Drive
P.O. Box 1248
Culpepper, VA 22701
(703) 825-0786
E. V. Smythers
D. G. Cooper
J. C. Minnis
Carolyn Corbin
Wholesale food distributors, retail related products and food service. Castleberry food products and old Virginia products to the military.

MERRITT SALES
P.O. Box 2654
Lawton, OK 73502
(405) 357-1722
Matt Purvis

MID-ATLANTIC COCA-COLA BOTTLING CO.
51 Ritchie Road
Capital Heights, MD 0743
(301) 336-2030
Robert Ringer
Robert J. Mills
Tom Vandemortel
Manufacture and distribution of soft drinks.

MIDWEST FOOD DISTRIBUTORS, INC.
2636 Walnut Street
Denver, Co 80205
(303) 296-1598
Dale M. Finley
Darel D. Keck
Stephannie J. Finley
Midwest Food Distributors, Inc. specializes in service to the Military. Offering daily service to the Denver and Colorado Springs areas, handling all products, both frozen and dry groceries and health and beauty aids.

MIDWEST MILITARY BROKERS, INC.
P.O. Box 20042
Denver, CO 80220
(303) 320-0905
Edward Pruett
Chris Cella
Full service broker servicing military commissaries and exchanges throughout the Midwest and Southeast United States. Specializing in full service to commissaries and exchanges.

MILBRANDS, INC.
16475 Dallas Parkway
Suite 480
Dallas, TX 75248
(214) 931-2500
Richard K. Ryalls
Jack J. Braulik
Thomas F. Fehily
Harry F. Edwards
Worldwide marketing and sales representatives for major manufacturer suppliers to commissaries, exchanges, and clubs.

MILDATA SERVICES
6209 Virginia Avenue
Minneapolis, MN 55424
(612) 922-8267
Jack McKernan

MILES LABORATORIES, INC.
Consumer Healthcare Division
P.O. Box 340
Elkhart, IN 46516
(219) 264-8442
Dan M. Conti
R. C. Foyle
J. W. Howell
Manufacturer of ALKA-SELTZER, ALKA-MINTS, ALKA-SELTZER Plus Cold Medicine, BACTINE, ONE-A-DAY brand vitamins and the leading children's chewable vitamins, FLINSTONES and SUGAR FREE BUGS BUNNNY.
SB 10-500-292

MILITARY DISTRIBUTORS, INC.
P.O. Box 10
Oldsmar, FL 33557
(813) 855-1404
C. L. Lemma, Jr.
William Parker
Steven Poirier
Gerald P. Tinney
Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY DISTRIBUTORS OF VIRGINIA, INC.
Box 12733
Norfolk, VA 23502
(804) 855-0144
Jerry H. Jared
Wayne L. Duncan
John W. Payne
John Lazarre
Full service distribution of perishable and nonperishable products to Southern Virginia and North Carolina commissaries. Source Load Program for export to offshore, Europe and Panama.

MILITARY MEDIA INC.
One Lincoln Plaza
New York, NY 10023
(212) 724-6707
John Bradbury
Judith Bradbury
Colleen Gordon
Betsy McQuade
MMI acts as an advertising representative for all 190 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILITARY RETAILING DIRECTORY
475 Franklin Avenue
Nutley, NJ 07110
(201) 667-2386
James E. Brooks
Sidney Bernstein
J. R. Brooks
Marian Gulley
Publishers of the Military Retailing Directories issued quarterly. Two Exchange Editions and Two Commissary/Club Editions annually.

MILITARY SALES & DISTRIBUTION, INC.
6839 "A" Market Street
El Paso, TX 79915
(915) 593-3158
Jim Weaver
Distributor for all military (only) bases in West Texas & New Mexico.

MILLER BREWING COMPANY
3939 West Highland Blvd.
Milwaukee, WI 53208
(414) 931-3620
William Kornack
Howard Custer
Ronald Tappan
Miller High Life, Lite, Lowenbrau, Lowenbrau Dark, Meister Brau & Milwaukee's Best.

MILLER CASCADE, INC.
P.O. Box 3547
Seattle, WA 98124
(206) 251-9100
Diana Rogers
Barbara Blunck
George Kelley
Bill Engle
Foodservice distributor including full line of groceries, frozen food, deli, fresh fish, fresh produce, and non-food items to the military in Washington, Oregon, and Alaska.

MOBIL CHEMICAL COMPANY
1169 Pittsford-Victor
Pittsford, NY 19534
(716) 248-5700
George Granberry
Fred Hermann
Gary Swain
Manufacturers of Hefty Baggies and Kordite Brands of plastic bags; Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.
SB 10-500-247

MOHAWK MARKETING CORPORATION
149 Businees Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901
Ed Stowers
Paul Bernier
Wade Carruth
Hal Debban
Manufacturer's representative to military exchange system (all branches) worldwide; military, retail representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION
345 Park Avenue
New York, NY 10154
(212) 546-3192
Arthur Wilson
Michael Mellion
Walter M. Loving
John W. Kalberer
Monarch Crown Corporation/subsidiary of Bristol-Myers Company, is the military/government sales division for Bristol-Myes, Clairol, Drackett Products, Clairol Appliances and GOOD MEASURE.
SB 10-500-468

MONARCH MARKING SYSTEMS
11034 Shady Trail #104
Dallas, TX 75229
(513) 865-2123
R. Edgar
T. J. Elias
J. Heinz
F. Viggiano
Monarch manufactures labeling systems to assist in the marking and control of merchandise and inventory. Products marketed to commissaries and exchanges such as the M-1110 labeler up to a hand held computer able to print many types of UPC codes.

MOTHER'S CAKE AND COOKIE CO.
P.O. Box 24502
810 81st Avenue
Oakland, CA 94621
(415) 569-2323
Andrew A. McQuade, Jr.
Robert Cunningham
Robert Boursaw
Steve Shute
Bakers of over 60 varieties of high quality packaged cookies, baked with pure vegetable shortening, and every single package is unconditionally quaranteed for quality, taste and freshness.
SB 10-500-037

MOTT'S USA
High Ridge Park
Stamford, CT 06905
(203) 968-7500
William T. Sanders
Herb Falkenburg
Albert R. Jester
Robert Zapletal
Manufacturers of MOTT'S APPLE SAUCE, APPLE JUICE, MOTT'S NATURAL STYLE APPLE SAUCE, APPLE JUICE, CLAMATO, BEEFAMATO, GRANDMA'S MOLASSES, AND SUPER MOTT PRUNE JUICE.
SB 10-500-341

MURRAY BAKERY PRODUCTS, INC.
P.O. Box 2207 (13)
Augustus, GA 30913
Tony Maddra
Jim Cairns
Owen Sharp
Richard Vanderploeg

MYCROFT LTD. C/O FOREX
Justinianstrasse 22
6000 Frankfurt 1
West Germany
Tim Crilly
Angelos C. Angelidis
Paul K. McFarling

MYPORT II ASSOCIATES
13213 Vanessa Avenue
Bowie, MD 20715
(301) 262-2192
Richard "Dick" Porter, Sr.
Myrtle Porter
Robert Martini
Broker products to military and government agencies, commissaries, clubs, and exchanges in the greater METRO Washington, DC area (VA, MD, DE, PA, NJ, and NY). Also Europe.

N

THE N. DeFILIPPES CORPORATION
383 Fifth Avenue, 4th floor
New York, NY 10016-3364
(212) 684-7557
Del Stella
Seymour Baum
Warren B. Bradbury
Steven Stella
The N. DeFilippes Corporation is U.S. national advertising representative for AFN TV GUIDE, SPORT Overseas Military Edition, KOREA TV-GUIDE, OKINAWA TV-GUIDE and 180 Base Papers, Telex 236869

N. K. HURST COMPANY
P.O. Box 985
Indianapolis, IN 46206
(317) 634-6425
Needham S. Hurst
Dean A. Broadhead
Richard J. Huntley
W. C. Hurst
Top quality packaged dry beans, peas and lentils. Guaranteed against infestation and breakage. Represented by Francois L. Schwarz, Inc.
SB 10-500-264

NABISCO BRANDS
Food Service Division
East Hanover, NJ 07936
(201) 884-3785
Robert Kirkland
Andy Hanczarky
Kathleen McDermott
Dennis Clardy

NABISCO BRANDS USA
P.O. Box 302
7 Campus Drive
Parsippany, NJ 07054
(201) 898-7714
George Hanson
Ken Gaynor
Robert J. Dixon
Phil Baker
BISCUIT GROUP-Cookies, Crackers (RITZ, OREO, PREMIUM) PLANTERS Nuts, Margarines, Desserts (PLANTERS, FLEISCHMAN, BLUE-BONNET, ROYAL) GROCERY PRODUCTS-Cereals, Pet Foods (SHREDDED WHEAT, MILK BONE) LIFE SAVERS-Candies, gum (CHUCKLES, CARE-FREE)
SB 10-500-150

NALLEY FINE FOODS, INC.
1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177
John B. Young
Robert Lewald
Distributors of: PENN MAID, SEALED SWEET, YOPLAIT YOGURT, GIANOLA Italian meats, LAND-O-FROST meats, WEAVER CHICKEN FRANKS, DEAN dips, OAK LAKE DIPS, OSCAR MAYER, KING sour dressing, RAPA scrapple, LEVER margarines, BORDEN'S cheese.

NALLEY'S FINE FOODS
3303 South 35th Street
Tacoma, WA 98411
(206) 383-1621
Dick Oliver
Dennis Johnson
Dennis Ross
Bob Kuper
Manufacturer of Canned Convenience Foods, Pickles, Relish, Peppers, Mayonnaise, Salad Dressings, Syrup, Mustard, and Snacks.
SB 10-500-466

NASH FINCH COMPANY
3381 Gorham Avenue
Minneapolis, MN 55426
(612) 929-0371
Jim Fangmann
Mike Schug
Joe Bentler
Steve Lumsden
Distributor of Groceries, Frozen Food, Candy, and Produce to the Military in the midwest and southeastern USA.

NATIONAL BEEF PACKING CO.
P.O. Box 978
Liberal, KS 67901
(316) 624-1851
1-800-835-9180
John Jacobson
Richard Moore
Jim Murphy
James Trail
Major supplier of Box Beef to military commissaries; CO2 and vacuum packaged products available. Full line of primal and subprimal cuts; direct delivery on trucks.
SB 10-500-106

NATIONAL FRUIT PRODUCT CO., INC.
P.O. Box 2040
Winchester, VA 22601
(703) 662-3401
Sam Lindsey
Manufacturers of apple products, sauce, juice, apple butter, specialty products, and vinegar (White House and Shenandoah Brands).
SB 10-500-046

NATIONAL INDUSTRIES FOR THE BLIND
524 Hamburg Turnpike
Wayne, NJ 07470
(201) 595-9200
Dan Boucher
Jeff Ditchek
Silvia Grove
Louis J. Romano
SKILCRAFT Quality Blind-Made Products, manufactured in 33 associated agencies, employing over 500 blind persons and providing over 14,000,000 units of household cleaning aids, flatware, and textiles to Exchanges and Commissaries.

NATURAL VITAMINS, INC.
P.O. Box 3502
1877 Penn Mar Ave.
South El Monte, CA 91733-0502
(213) 686-1165
Glenn H. Freeman
Michael R. Freeman
Thomas V. Kielty
Charleen Calagna
Complete line of vitamins and dietary supplements sold for the past 16 years to commissaries and exchanges through worldwide network of brokers and distributors.
SB 10-500-540

NCR CORPORATION
Federal Systems Division
2301 Research Boulevard
Rockville, MD 20850
(301) 948-4700
Jerry Van Riper
E. O. Bradshaw
George Moon
Provides point of sales equipment, electronic cash registers, mini computers, intelligent terminals, medium & large scale computers, and application software packages.

NESTLE FOODS CORPORATION
100 Bloomingdale Road
White Plains, NY 10605
(914) 697-2576
Henry T. Zelno
C. M. Lattin
A. R. Kish
E. O. Elliott
Manufacturers of fine bevarage products (including coffee, tea, hot cocoa mix and milk additives), baking aids and confections for resale to Commissaries and Exchanges worldwide. Former Libby products: Juices, Crosse & Blackwell, Maggi specialty products.
SB 10-500-088

NEW CENTURY BEVERAGE COMPANY
630 Valencia Street
San Franciso, CA 94110
(415) 861-8820
John Paulson
Randy Wilde
Nancy Guerrero
Diane Pearson
Distributors of Belfast, Mug Root Beer, Pepsi, Schweppes, Sunkist, Country Time, Hawaiian Punch, Slice, Canfields.
SB 10-600-057

NORITAKE CO., INC.
2454 Trade Mart
Dallas, TX 75207
(214) 742-9389
Tom C. Scheurer
Manufacturers and distributors of fine China, Crystal Stemware, casual dinnerware, Pressed glass crystal, and Bone china giftware. Noritake, a name synonymous with high quality tableware, is sold throughout the world.

NORTON FOOD COMPANY, INC.
P.O. Box 280
Urbanna, VA 23175
(804) 758-2335
Sheldon F. Hall, Jr.
Allen P. Hall
Sheldon F. Hall, Sr.
James P. Jenkins, Jr.
Twenty years as full service military distribution specialists serving commissaries, exchanges, clubs, in Southeastern Virginia, ships afloat, overseas, representing frozen, refrigerated, dry grocery and other.

NOXELL CORPORATION
11050 York Road
Hunt Valley, MD 21030-2098
(301) 628-7300
Maritn F. Murphy
Gary A. Chadwick
Robert A. Polich
Peter Weckwerth
Manufacturer of Clarion Cosmetics, Cover Girl Make-Up, Noxzema Skin and Shave Cream, Rain Tree Lotion, Lestoil Cleaner and 2 Alarm Chili for resale in commissaries and exchanges worldwide.
SB 10-500-322

NUTRA-SWEET COMPANY
4711 Golf road
Skokie, IL 60077
(312) 982-7000
Jack Weissman
Lloyd Spencer
Manufactures and markets Metamucil, a natural fiber laxative: Icy Hot, an external analgesic: Dramamine, a motion sickness medication: and Equal, the new table top sugar free sweetner. Metamucil, Dramamine, and Equal maintain the number one share of the market in their respective categories.
SB 10-500-420

O

O-CEL-O GENERAL MILLS
305 Sawyer Avenue
Tonawanda, NY 14150
(716) 876-1596
Patricia A. Batt
Patrick F. Fraley
America's leading manufacturer of cellulose sponge products, supplying household Sponges, Sponge-Scrubbers, and Scouring Pads to commissaries and exchanges worldwide.
SB 10-500-050

OCEAN SPRAY CRANBERRIES, INC.
Executive Offices
225 Water Street
Plymouth, MA 02360
(617) 747-1000
Robert F. O'Toole
Brian Clark
Anna Cobb
Ocean Spray Cranberries, Inc.—Ocean Spray Cranberry Drinks, the Number One selling brand in the bottled and canned juice/drinks category. The first to offer the consumer aseptic packaging.
SB 10-500-080

ODOMS TENNESSEE PRIDE SAUSAGE INC.
1201 Neely's Bend Road
Madison, TN 37115
1-615-868-1360
Watts 1-800-FARM BOY
Tenn Watts 1-800-342-1485
Joe C. Taylor, Sr.
Tom Keim
Dick Belsito
Manufacturer and distributor of a complete line of premium Whole Hog country sausage. Fresh items: #1 & #2 Chubs, Patties, Links. Pre-cooked (microwaveable) items; Sausage & Biscuits, Patties & Links.
SB 10-500-445

OFF DUTY ENTERPRISES
3303 Harbor Boulevard, C-2
Costa Mesa, CA 92626
(714) 549-7172
Walter B. Rios
Dan Charobee
Gail Perkins
David Skinner
OFF DUTY Magazine, with 708,000 circulation, offers separate editions for Europe, Pacific, Conus and Hawaii, distributed door-to-door in government housing areas and at commissaries, exchanges, clubs and recreation facilities on military bases.

OFF SHORE MARKETING ASSOCIATES
Zur Burg 14
6238 Hofheim-Wallau
West Germany
Paul T. Monette
Frank Butler
Magda Butler
Lewis W. Smith

OGDEN FOOD PRODUCTS CORP.
365 West Passaic Street
Rochelle Park, NJ 07662
(201) 368-9450
George F. Collie
Joseph A. Moock
SB 10-500-423
SB 10-500-541

ONEIDA, LTD.
Sales, Military Division
Oneida, NY 13421
(315) 361-3000
John S. Campanie
Dan Helmer
Rick Marburger
Joe Palumbo

ORAL-B LABORATORIES, INC.
One Lagoon Drive
Redwood City, CA 94065-1564
(800) 874-5772
Milton Truax
Gary Downing
Manufacturer of health care products, the Oral-B, Right Angle and Dr. West line of toothbrush, plus the Oral-B Dental Floss.
SB 10-500-448

ORCHARD FARMS, INC.
13321 Grass Valley Avenue
Suite 10
Grass Valley, CA 95945
(916) 272-7215
Shirley J. Zimmerman
Jeannette De Biase
Naomi Estep
Clyde Taylor
Natural Food Manufacturers. We provide Trail Mixes, Carob, Peanut Butter & Yogurt Candy, Nuts and Seed in bulk or in bags to military commissaries and exchanges.

OREGON FRUIT PRODUCTS COMPANY
P.O. Box 5283
150 Patterson Street, NW
Salem, OR 97304
(503) 581-6211
Timothy P. Jaeger
Packer of "Oregon" label canned berries and fruits.

ORE-IDA FOODS, INC.
P.O. Box 10
Boise, ID 83707
(208) 383-6100
Ray Gadd
David Paganucci
Vince Shaar
Robert Wetherby
Leading manufacturer of frozen foods, selling products under the brand names of: Ore-Ida--potatoes/onions/corn, Weight Watchers meals/desserts, Steak-Umm sandwich steaks.
SB 10-500-440
SB 10-500-553
SB 10-500-575

OSCAR MAYER & COMPANY
P.O. Box 7188
Madison, WI 53707
(608) 241-3311
Henry G. Mueller, Jr.
Tom Duesler
Eugene E. Jarrel
Ronald Fielding
Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts.
SB 10-500-025

O'SEAS POST MAGAZINE
Westendstrasse 25
6 Frankfurt/Main 1
West Germany
69-747040
Jack Juratti
Monthly television, entertainment and travel magazine for American Forces in Germany, including Berlin. Special features include Soap Opera News, recipes, and community news. 75,000 copies distributed.

OVERSEAS SERVICE CORPORATION
2100 Palm Beach Lakes Boulevard
West Palm Beach, FL 33409
(305) 683-4090
Frank J. Hogan
Larry Abbott
Len Boyle
Gene Elias
Representation of leading brand name consumer products to all commissaries and exchanges, worldwide, since 1947.

OXFORD INDUSTRIES, INC.
2300 Stemmons Freeway
Suite 1734
P.O. Box 585020
Dallas, TX 75258
(214) 637-6850
Morgan D'Etienne
Manufacturer of Womenswear (Cos Cob, JBJ, Chapter Two, Peppertree, Merona), Childrenswear (Ramar, Polo for Boys, Neon for Boys, John Henry for Boys, Merona), and Menswear (Holbrook, Robert Stock, Jhane Barnes, Lanier, Oxford "928", Merona, Neon), plus Oscar de la Renta and Oleg Cassini.

P

PANASONIC COMPANY
One Panasonic Way
Secaucus, NJ 07094
(201) 348-7650
Ed Kearns
M. J. Guiheen
Mitsuko Suzuki
Manufacturer of consumer electronic goods (Television-Video recorders-radios, etc.) to military exchanges.

PANTRY SHELF, INC.
4954 Space Center
San Antonio, TX 78218
(512) 661-4674
Robert S. Downey
Full service distributor of foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PAUL BAKER, INC.
8633 Lee Highway
Fairfax, VA 22031
(703) 560-1687
Iver J. Olsen
Woodrow L. Corbin
A snack food distributor serving commissaries in the Washington, DC metropolitan area. Storedoor delivery of potato chips, pretzels, corn products, nuts and related items.

PENNWALT CORPORATION
Pharmacraft Division
P.O. Box 1212
Rochester, NY 14603
(716) 475-9000
Gerald R. LeBlanc
A pharmaceutical manufacturer of consumer products which are sold through military commissaries and exchanges, including Allerest, Cruex, Desenex, and Sinarest.
SB 10-500-611

PENTEL OF AMERICA
2805 Columbia Street
Torrance, CA 90509
(213) 320-2831
Robert W. Seeman
Steve Barron
Bill Kilday
Emil Mongeon
Manufacturer of writing instruments, automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.
Military Sales Office
1510 Commercial Park Drive
Suite 4
Lakeland, FL 33803
(813) 665-4225
Donald L. Fisher
Randa Barto
Pete Trivers
Ralph Divito
Providing quality Bakery Products (Bread, Rolls, Stuffing, Croutons & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.
SB 10-500-211
SB 10-600-099

PEPSI-COLA COMPANY
Anderson Hill Road
Purchase, NY 10877
(914) 253-2000
George Mamantov
Kathleen Beveridge
John T. Frank
Corporate Headquarters for Pepsi-Cola, Diet Pepsi, Pepsi Free, Diet Pepsi Free, Mountain Dew, Pepsi Light, Slice and Diet Slice.

PET, INCORPORATED
P.O. Box 392
St. Louis, MO 63166
(314) 622-6371
Richard M. Macheske
R. A. (Dick) Barrick
John N. Galus
William J. Nagle
A large diversified food company specializing in consumable food commodities, from canned evaporated milk to frozen food products to candies and Mexican foods.
SB 10-500-344

PETER PAUL CADBURY, INC.
New Haven Road
Naugatuck, CT 06770
(203) 729-0221
James W. Rowlette
SB 10-500-566
SB 10-600-020

PFIZER INC./LEEMING PACQUIN DIVISION
235 East 42nd Street
New York, NY 10017
(212) 573-3140
E. Lloyd Stakebake
Manufacturer of toiletries and proprietaries (BARBASOL, BEN GAY, DESITIN, PACQUIN, UNISOM, VISINE, AND VISINE A C.)
SB 10-500-394

PHIL SINGER ASSOCIATES, INC.
10 Foster Avenue
Suite C-1
Gibbsboro, NJ 08026
(609) 435-5300
Phillip Singer
Terry Nazarewycz
Patti Gold-Singer
Evan Singer
Specialist in heightened, high profile products. In house creative and advertising department capable of developing a complete consumer supplement. Image marketing for "brand name" manufacturers. "We Tempt the Customers to the Product"

PHILIP MORRIS INTERNATIONAL
E.E.C. Region
Wilhelm-Leuschner-Str. 7
6000 Frankfurt/Main 1
West Germany
Telephone 069-230199
Telex 416730
Richard L. Wilhelm
David Watson
Joe Keller
Robert German
Manufacturer and supplier of popular brand name cigarettes: Marlboro, Benson & Hedges, Merit, Cambridge, Players and Virginia Slims. Sales to Europe, Middle East and Africa.
SB 10-500-175

PHILIP MORRIS USA
120 Park Avenue
New York, NY 10017
(212) 880-5000
Ted Costas
Ralph Atlas
George Powell
Manufacturer and supplier of popular brand name cigarettes (Marlboro, Benson & Hedges, Cambridge Lights, Parliament Lights, Players, Merit, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide.
SB 10-500-175

PILLSBURY COMPANY
Mail Station 2070
Pillsbury Center
Minneapolis, MN 55402
(612) 330-8518
James R. Kraft
Robert Dussik
Fred C. Eddowes
A. Donald Sampson
Consumer food products, canned and frozen vegetables, flour based products, frozen pizza and popcorn, refrigerated dough products and pasta to military commissaries and exchanges worldwide.
SB 10-500-154
SB 10-500-099
SB 10-500-422
SB 10-500-606
SB 10-500-300
SB 10-500-600

THE PINKERTON TOBACCO COMPANY
P.O. Box 11588
Richmond, VA 23230
(800) 367-3677
J. D. Lawson
P. M. Lanzarotta
C. R. Russell
Manufacturers and marketers of Red Man, Granger Select Work Horse, Red Horse, Day's Work and Apple Chewing Tobacco's. Also Velvet, Granger and Black Clipper Smoking Tobacco.
SB 10-500-198

PLANTATION-SYSCO
Military Distribution Division
2540 Shader Road
P.O. Box 15890
Orlando, FL 32858
(305) 299-3700
Charles W. Conti
J. M. Sciortino
David M. Tavernier
Tom Tecca
Distributor of brand name perishable and nonperishable products exclusively to the military resale market in Florida, Georgia, South Carolina, Puerto Rico, Guantanamo Bay and down range facilities.

PLOUGH SALES CORPORATION
3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2354
Steve Beringer
Dave Wells
Manufacturers of: Coppertone, Tropical Blend QT, Solarcaine, Paas Easter products, Aftate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, and St. Joseph Children's products.
SB 10-500-200

POLAR DISTRIBUTION SERVICES, INC.
2320 Milwaukee Way
P.O. Box 42171
Tacoma, WA 98442
(206) 272-8206
George Doherty
Kate Doherty
Distributor of groceries: dry, frozen, refrigerated. Delivery to military commissaries, exchanges, clubs, and food service. Covering Washington, Idaho, Montana, Utah, Oregon, and Alaska.

POLY-TECH COMPANY
Division of D & W Plastics
1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281
Frederick M. Reetz
Dave Wilbur
Manufacturer of extruded plastic and polyethyline products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide.
SB 10-500-259

POST SALES & SERVICE, INC.
1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7711
Joe L. Miller
Blanche F. Miller
James Sherman
Full service military distributors of candy, cookies, snacks, specialty/ethnic/dietetic foods, coffee beans, kitchenware/household cleaners, HABAs and vitamins in Northeast U.S. states.

POTOMAC FOOD DISTRIBUTORS, INC.
6021 Farrington Avenue
Alexandria, VA 22304
(703) 823-0400
George (Wally) Cook, Jr.
Steven Cook
Distributor of frozen, chilled and dry goods to military commissaries and exchanges. Area of delivery: West Virginia, Western Pennsylvania, Maryland, Delaware and Washington, DC.

PRESTO PRODUCTS, INCORPORATED
670 N. Perkins
Appleton, WI 54911
(414) 739-9471
Al Dobbratz
Larry Slauter
Manufacturer of Consumer plastic bags & wraps, Baby Wipes, Wet Wipes, Cotton Swabs, Plastic Cutlery, Household Deodorizers and other quality household products.
SB 10-500-060

PROCTER & GAMBLE DISTRIBUTING COMPANY
P.O. Box 599
Cincinnati, OH 45201
(513) 983-3366
Earl L. Pool
E. A. Devany
B. J. Hance
A. B. Schuler
Manufacturing and Marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry.
SB 10-500-049

PULSAR TIME
1111 Macarthur Blvd.
Mahwah, NJ 07430
(201) 529-2400
James W. Keenan
Ellen DiCarlo
Carol Smith
Dawn Reich
Manufacturer of quartz watches to all exchanges worldwide.

Q

QUAKER OATS COMPANY
345 Merchandise Mart Plaza
Chicago, IL 60654
(312) 222-7138
James R. Graef
J. R. Finney
R. E. Henderson
Bud Rhea
The Quaker Oats Company is a major manufacturer of cereals, baking mixes, syrup, corn products, snacks, pork and beans, specialty bean products, isotonic drinks, pet foods and frozen food serving the military worldwide.
SB 10-500-087
SB 10-500-516

QUALITY BRANDS DISTRIBUTING
P.O. Box 7247
Colorado Springs, CO 80907
(303) 594-0182
Jerry Boe
Full service distributor of perishable and dry products to military commissaries in Colorado and Wyoming.

R

R&R EURO NETWORK
Bismarckstrasse 17
D-6900 Heidelberg
06221-25431/32/33
Ellis F. Anderson
Terri Dougherty
Conrad Quagliaroli
Gunter Rohm
Publishes R&R Germany, Britain and the MED, three magazines, each specialty edited for area of circulation; collectively the largest circulation publication for U.S. Forces in Europe.

R. J. REYNOLDS TOBACCO CO.
401 North Main Street
Winston-Salem, NC 27102
(919) 777-5000
Ralph Gaillard
R. B. Beasley
Robert D. Sherrod
R. D. Rierson
Manufacturer of Camel, Winston, Salem, Vantage, Doral, Sterling, Century, and other cigarettes to military commissaries and exchanges worldwide.
SB 10-500-053

R. J. REYNOLDS TOBACCO INTERNATIONAL, INC.
401 N. Main Street
Winston-Salem, NC 27102
(919) 777-5000
Mack C. Dagenhart
S. Harold Hinson
Joann Sprink
Mike McCann
Manufacturer of Camel, Winston, Salem, Vantage, Doral, Sterling, Century, and other cigarettes for oversea military sales, excluding Alaska and Hawaii.
SB 10-500-053

R. T. FRENCH COMPANY
1 Mustard Street
P.O. Box 23450
Rochester, NY 14692
(716) 482-8000
J. D. Crowley
W. R. Ausenbaum
Don L. Calabrese
A leading manufacturer represented by Dixon Marketing, selling French's Mustard, Pasta Toss Seasonings, Dip Um Sauces, French's Squeezable Steak Sauce, Worcestershire Sauce, Spices and Sauce and Gravy Mixes and Brasso Polish, Airwick Stick-ups, Carpet Fresh, Glamarene Brands, Rug Fresh and Chore Boy. Household Chemicals Bully and Swish.
SB 10-500-199
SB 10-500-170 (A&B)

RALSTON PURINA COMPANY
Checkerboard Square-6GW
St. Louis, MO 63164
(314) 622-5741
Edward J. McCorkendale
Andre M. Ranney
World's largest producer of dry dog and dry-and-soft-moist cat foods. Other grocery products include cereals, canned tuna, and soups.
SB 10-500-282

RAMJELD & COMPANY INC.
270 41st Street
Brooklyn, NY 11232
(212) 768-3203
M. Fjeldheim Nielsen
VIKINGS DELIGHT brand imported & domestic canned fish.
SB 10-500-298

RAMPART MARKETING, INC.
2220 W. 104th Place
Northglenn, CO 80234
(303) 451-5368
Harley Magee
Richard E. Day
Rampart presently serves bases in Colorado, Oklahoma, Texas, and Wyoming. We are large enough to serve you, and small enough to care.

REESE BROKERAGE
P.O. Box 40423
Nashville, TN 37204-0423
(615) 269-3456
Larry Reese
Darrell Reese
Provides full food brokerage services for grocery, frozen foods, and health & beauty aids to military bases in Tennessee, Kentucky, Alabama, Mississippi, and the Florida Panhandle. Special floral department that specializes in military commissary sales.

REVLON GOVERNMENT SALES, INC.
767 Fifth Avenue
New York, NY 10022
(212) 572-5940
Richard H. Metzler
Matthew H. Hitchcock
Harvey S. Blank
Thomas J. Youngerman
Manufacturer of cosmetics, fragrances, toiletries to military commissaries and exchanges worldwide.

REYNOLDS METALS COMPANY
Consumer Products Division
6603 West Broad Street
Richmond, VA 23261
(804) 281-4678
W. P. Bertelsen
P. W. Miltenberger
S. D. Wyllie
Manufacturer of Reynolds Wrap and Diamond Household Foil; Reynolds Brand Oven Cooking Bags, Plastic Wrap, Redi-Pan, Freezer Paper and Cut-Rite Wax Paper for military exchanges and commissaries worldwide.
SB 10-500-210

RICE GROWERS ASSOCIATION OF CALIFORNIA
P.O. Box 958
West Sacramento, CA 95804
(916) 371-6941
J. G. Lallande III
Robert L. Steele
Jay Noel
Rice cooperative manufacturing HINODE Long Grain Rice, HINODE Calrose Rice, HINODE Brown Rice, KOKUSAI Calrose Rice and SELLO ROJO Rice made available for resale in commissaries and exchanges worldwide.
SB 10-500-574

RICELAND FOODS
One Financial Centre, #420
Little Rock, AR 72211
(501) 225-0936
Steve Swesey
Richard R. Hendricks
World's largest milling and marketing cooperative organization servicing more than 100 countries; products in military resale system: Riceland Rice, Chef-Way oil and shortening label.
SB 10-500-218

RICH-SEAPAK CORPORATION
P.O. Box 667
St. Simons Island, GA 31522
(912) 638-5000
James K. Bankston
Thomas A. Ackerman
Manufactures a complete line of seafood products available to military commissaries worldwide.
SB 10-500-525
SB 10-500-314
SB 10-500-647

RICHARDSON-VICKS INC.
Vicks Health Care & Personal Care
Products Divisions
10 Westport Road
Wilton, CT 06897
(203) 834-5000
Andre Guilbert
Al Antici
William Frost
Manufacturer of leading brand name consumer packaged products: Vicks Cough/Colds-Throat Drops-Vitamin C Drops-Percogesic Chloraseptic-Norwich Aspirin-Encaprin-Head & Chest-Dramamine-Icy Hot-Olay-Clearasil-Fasteeth-Fixodent-Complete-Saxon-Wondra. All items for resale in military outlets worldwide.
SB 10-500-301

RICHFOOD, INC.
P.O. Box 26967
Richmond, VA 23261
(804) 746-6329
Aubrey Nicklas
Glen E. Crenshaw
Chuck Noble
Stewart D. Street
Distributor and Manufacturer-Stock in excess of 17,000 Line Items-Groceries, Meats, Produce, Frozen Foods, General Merchandise-1,200,000 square feet of warehouse space.

RIVIANA FOODS, INC.
P.O. Box 2636
Houston, TX 77252
(713) 529-3251
John W. Copenhaver
Paul A. Galvani
Rice miller and packer of: Mahatma, Watermaid, Carolina, River and Success Rices. Plus, other leading rice products such as prepared rice mixes, instant rice and generic-pack rice products.
SB 10-500-401

ROCKINGHAM POULTRY MARKETING CO-OP, INC.
P.O. Box 275
Broadway, VA 22815
(703) 896-7001
Telex No. 82-2444
Henry L. Holler
Charles W. Kucharik
Linda T. Yankey
A diversified poultry processing concern; capacity to produce retail pack and institutional pack for all military needs; items include chicken (whole and cut-up) and cornish hens.
SB 10-600-006

ROSS LABORATORIES
Division of Abbott Laboratories
625 Cleveland Avenue
Columbus, OH 43216
(614) 227-3044
Henry L. Meyer
Roger M. Bird
Manufacturer of infant nutritionals including SIMILAC WITH IRON and ISOMIL, as well as the ENSURE line of medical nutritionals. H.B.A. items: SELSUN BLUE, MURINE Eye and Ear Care products, TRONOLANE, Faultless products.
SB 10-500-318

ROWNTREE DEMET'S INC.
230 W. Monroe Street
Suite 2738
Chicago, IL 60606
(312) 443-0893
Barry Fulford
Bruce Chappelear
Robin McLennan-Murray
Manufacturers and distributors of full range of chocolate candy, including After Eight mints, Turtles; Big Cat and Creamy Caramel bars; Caramel/Mallow and Mint Creme Easter Eggs.
SB 10-500-521

ROYAL CROWN COLA COMPANY
Gould Center East Tower
Suite 500
2550 Golf Road
Rolling Meadows, IL 60008-4092
(312) 981-4000
Marshall B. Sutton
Manufacturers and distributors of Royal Crown Cola, Royal Crown 100, Royal Crown 100 Diet, Diet Rite, Cherry RC, Diet Cherry RC, Upper 10 Products, Nehi Flavors, Nehi Mixes, and Kick products to military exchanges and commissaries worldwide.

S

S & K SALES COMPANY
125 Greenwich Avenue
Greenwich, CT 06830-5594
(203) 869-7060
Richard A. Steinberg
Charles N. Alexander
Peggy Barry
J. Brayton Fogerty
Professional sales representation of consumer product companies to commissaries, post exchanges and ships afloat through three specialized sales forces.

S. C. JOHNSON & SON, INC.
1525 Howe Street
Racine, WI 53403
(414) 631-2488
Robert J. Paliani
C. A. Holland
W. H. Koch
Ralph A. Nielsen
Furniture Polishes, Floor Waxes, Soil/Stain Removers, Fabric Softeners, Air Fresheners, Household Cleaners, Shampoos, Creme Rinses, Shave Creams, Hand/Body lotions, Insecticides and Repellents.
SB 10-500-071

S. M. FLICKINGER CO., INC.
6361 Thompson Road
P.O. Box 4812
Syracuse, NY 13221
(315) 437-7120
Gerald Totoritis
Patrick E. Cupelo
Richard B. Dunham
Frank Emmi
Distribution of grocery products (including dry grocery, frozen, dairy, and meat) to the military resale system in New York state.

S. PRAWER & COMPANY
150 Read Street
P.O. Box 1400
Portland, ME 04104
(207) 775-0223
Gilbert Prawer
Louis Janson
Marilyn Prawer
Distributors of groceries, candy, refrigerated foods to commissaries/exchanges throughout the Northeast & Mid-Atlantic States as far as Virginia. Representing over 125 major packers at 53 bases.

S. SCHWARTZ SALES, INC.
E-210 Rt. 4
Paramus, NJ 07652
(201) 368-8135
Samuel Schwartz
Michael E. Difilippo, Jr
Saul Richman
Barbara Schwartz
Serving the military in the Eastern U.S. as a manufacturers' representative since 1966; specializing in household supplies, paper/plastic goods, frozen and non-perishable foods.

SAFEWAY STORES, INC.
1300 Diamond Springs Road
Suite 500
Virginia Beach, VA 23455
(804) 460-3050
Bernie McHugh
James Lake
Distributing: Dry, Frozen, Perishables, HABA, Deli & Chilled serving Southern Virginia, North Carolina, Off-Shore, Panama, Puerto Rico & Europe.

ST. IVES LABORATORIES, INC. USA
8944 Mason Avenue
Chatsworth, CA 91311
(714) 731-3862
Robert S. DeMoss
Doris M. Fox
Manufacturers-Swiss Formula Hair & Skin Care Products.
SB 10-500-160

SARVIS, INC.
8130 Baymeadows Way, West
Suite 300
Jacksonville, FL 32216
(904) 731-8000
Richard Sarvis
Larry Blood
Ken McEnery
Lyle Norland
Services major companies in the dry grocery, H&BA, household, candy, frozen and chilled categories through its Commissary, Perishable, Exchange and International sales divisions.

SCHERING CORPORATION
Galloping Hill Road
Kenilworth, NJ 07033
(201) 558-4991
William E. Little
George Donker
Gary J. Norman
Michael Walsh

SCHOLL SALES CORPORATION
P.O. Box 377
Memphis, TN 38151
(901) 320-2011
Bob Soderquist
Ray Mojeski
Manufacturers of Footwear Remedial Products, Pro Comfort Sports Medicine Products.

SCHREIBER FOODS, INC.
425 Pine Street
P.O. Box 19010
Green Bay, WI 54307
(414) 437-7601
Andrew Kehoe
Gary Dilweg
Lester Knack
Peter Vitulli
Natural, process, and substitute cheese, "Cooper" and "American Heritage" labels.
SB 10-500-571

SCOT LAD FOODS, INC.
One Scot Lad Lane
Lansing, IL 60438
(312) 895-2300
John R. Linn
William C. Confer
Dick Jackson
Robert Calder
Scot Lad is full line voluntary food wholesaler throughout the Midwest. Currently distribute grocery, frozen food, dairy products in Illinois, Indiana, Michigan, Ohio, Kentucky, Missouri, West Virginia, Pennsylvania, Tennessee, and Arkansas.

SCOTT PAPER COMPANY
Scott Plaza 1
Philadelphia, PA 19113
(215) 521-5000
Edward L. Ebert
Jim Carmack
John Moseley
Donald J. Federroll
Manufactures, markets and sells a full line of household paper products including Paper Towels, Bathroom Tissue, Napkins, Wax Paper, Facials and Premoistened Wipes for Babies.
SB 10-500-320

SCRIVNER, INC.
P.O. Box 26146
Oklahoma City, OK 73126
(405) 670-7200
William Coffey
Mark Chism
Chondra Cheeatham
Jim Costello
Wholesale food distributor for dry groceries, frozen food, dairy products, fresh & frozen meat, fresh produce, HABA, and eggs.

SEIKO TIME CORPORATION
640 Fifth Avenue
11th Floor
New York, NY 10019
(212) 977-2800
Harold Rapp
Distributor of Seiko and Lassale quartz watches and Seiko quartz clocks.

SELECT-SYSCO FOODS, INC.
P.O. Box 3097
Hayward, CA 94540
(415) 785-1000
E. R. Rasnick
Dee F. Akers
Military Distributor for perishable and nonperishable grocery products, serving all installations in Northern California and Reno, Nevada area. Manufactures' products delivered on schedules designed to accommodate store requirements.

SENECA MARKETING COMPANY
3300 Monroe Avenue
Rochester, NY 14618
(716) 385-9500
Michael L. Gerlach
Libby's Brand Vegetables, Seneca Brand frozen Apple, Natural Apple, Grape and Natural Grape Juice, Seneca Brand bottled Apple, Grape and Lemon Juice, Applesauce and Mushrooms.
SB 10-500-115
SB 10-500-482

SERVICE DELI INC.
4237 N. Produce Plaza
P.O. Box 58581
Los Angeles, CA 90058
(213) 582-5623
Gloria Ferry
Marvin Haberman
Andy Stylianou
Supply & operate service delis and bakeries in the military commissaries.

SEVEN-UP COMPANY
121 South Meramec Avenue
Clayton, MO 63105
(314) 889-8109
Jim Swieca
Scott Sanders
Mike Reeves
Tom Wilhelms
Franchisor of major soft drinks: 7UP, Diet 7UP, Citrus 7, Diet Citrus 7, LIKE, Sugar Free LIKE, Howdy flavors; Operating subsidiaries: Oregon Freeze-Dried Foods, and Ventura Coastal.
SB 10-600-007

SHAROFF DISTRIBUTION CO.
3825 Lafayette Street
P.O. Box 17627 T.A.
Denver, CO 80217
(303) 294-0555
Cynthia Stephens
Gary Fox
Lauro Moreno
Primary distributor of frozen, refrigerated, and dry goods in Colorado; delivery agent for 50 brand name manufacturer, serving commissaries/ exchanges in Colorado and Wyoming.

SHASTA BEVERAGES, INC.
26901 Industrial Boulevard
Hayward, CA 94545
(415) 783-3200
Richard L. Johnson
Kobi Iglesias
Manufacturer of soft drinks (diet and regular) and natural fruit drinks (Capri Sun) to military commissaries and exchanges worldwide.
SB 10-500-089

SINGLETON SEAFOOD COMAPNY
P.O. Box 2819
Tampa, FL 33601
(813) 247-1171
Stevan Susnjar
Largest processor of shrimp in the industry, 31 million pounds a year. For 39 years, our shrimp and seafood products have been establishing new standards of quality for frozen seafood.
SB 10-500-449

SOFT SHEEN PRODUCTS, INC.
1000 E. 87th Street
Chicago, IL 60619
(312) 978-0700
Brenda Johnson
Ethan Foster
Edward Gardner
Gary Gardner
Manufacturers of Hair care Products and Perfect Pinch Spices. Distribution for resale to military Exchanges and Commissaries Worldwide.
SB 10-500-649

SPILMAN COMPANY, INC.
P.O. Box 2086
Livermore, CA 94550
(415) 455-6472
Don Spilman
David Parmenter
John O'Boyle
Roxann Spilman
A military distributor for grocery, frozen, and chill products for manufacturers to the commissaries, exchanges, ships afloat, and containers for overseas shipping points for Northern California.

STAR-KIST FOODS, INC.
180 East Ocean Boulevard
Long Beach, CA 90802
(213) 590-7900
George Wardy
Allyn A. Ayotte
Robert E. Worsham
Leading canned fish/pet food processor selling Star-Kist Tuna, 9 Lives Cat Food (canned, soft, moist, dry), Jerky Treats and Meaty bone to commissaries/exchanges worldwide.
SB 10-500-205

STERLING DOWNEY SALES COMPANY
4954 Space Center
San Antonio, TX 78218
(512) 661-8266
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SB 10-500-019

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Bill Rafalski
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SB 10-500-276

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Christopher Lole
James Panagos
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(713) 561-6330
Robert A. Bowser

SUNSHINE BISCUITS, INC.
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Woodbridge, NJ 07095-1196
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Archie Gamble
Ralph Henry
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(815) 895-9186
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Eugene E. Schommer
Augustus Sykes, Jr.
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Paul Goldman
Joe Fusco
Joel Leavitt
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1919 Swift Drive
P.O. Box 4807
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(312) 850-7015
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J. Micklitisch
P. Rowley
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SB 10-500-108
SB 10-500-534

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Sy Abzug
Peter Abzug
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T

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Mike McLain
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SB 10-500-363

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Dwight Reynolds
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Gordon Kill
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SB 10-500-458

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Jack Topper
Debbie LaCrosse
Frank Weise
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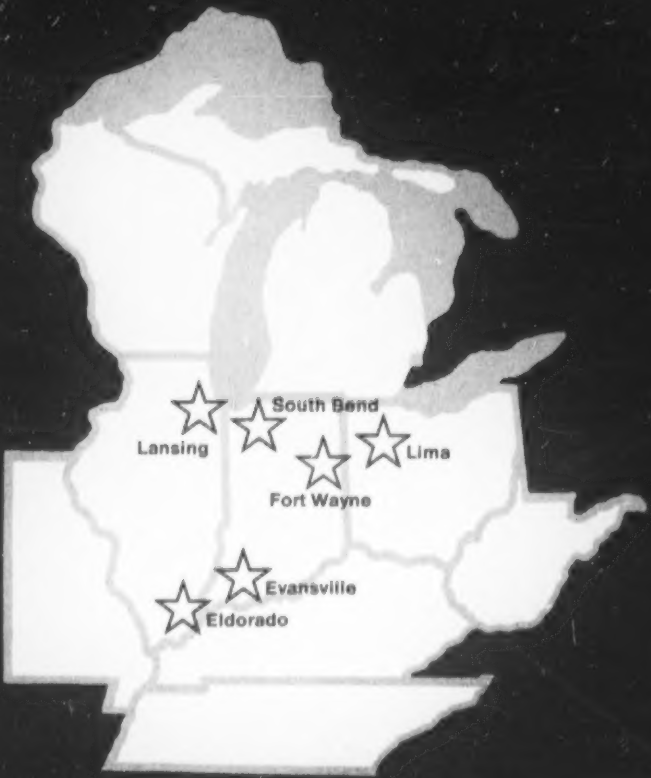
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P.O. Box 843, Russellville, AR 72801
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Pure Premium
100% Pure
Florida Squeezed
Orange Juice
Pasteurized
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Feel the freshness. It's pure Tropicana.

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Tropicana Pure Premium is only Florida oranges, with nothing added, nothing taken away.
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- Offshore Marketing Associates
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- Waverly Group, Inc.
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- Art Dykstra Sales, Inc.
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- Berliner Foods Corporation
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- C. Forster GmbH
- California & Washington Co.
- California Military Distributors, Inc.
- California Pacific Associates
- Chalmers Distributors, Inc.
- Core Mark Distributors
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- Hamberger Enterprises, Inc.
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- Polar Distribution Services
- Post Sales & Service, Inc.
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Note: For more detailed information about these companies and the services they provide see "**ALA Industry Members,**" pages 35–58.

Current as of August 8, 1986.

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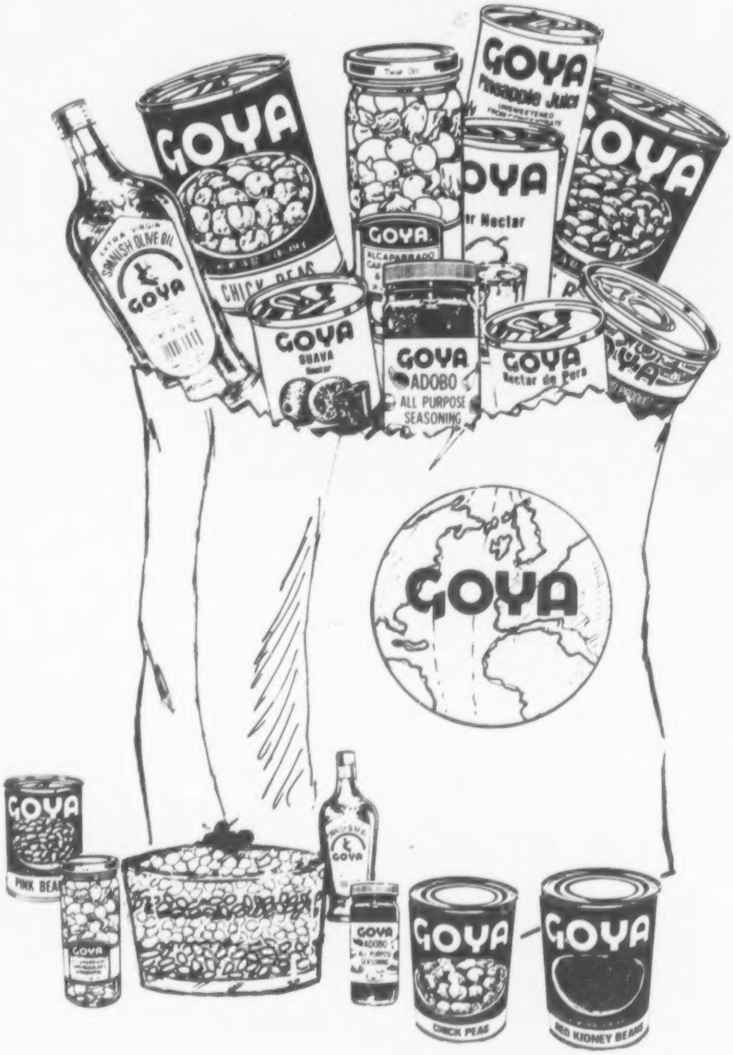
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PINK BEANS
CHICK PEAS
RED KIDNEY BEANS

Contact: John Raimondi
GOYA Military Sales Dept.
Supply Bulletin #212

Beautiful Four-Bean Salad

An absolutely sensational work of art to eat.

1 can each, drained & rinsed:
Goya Red Kidney Beans
Goya White Kidney Beans
Goya Chick Peas
Goya Black Beans
1 cup chopped scallions
2 cloves garlic, crushed
1 tsp. dry mustard
3 tbsp. wine vinegar
¼ cup Goya olive oil
2 tbsp. fresh dill, chopped
Garnish: sliced red onion rings

In a very large mixing bowl, combine beans with all remaining ingredients. Toss gently until all ingredients are well coated. Cover and chill. Yield: 8 to 10 servings.

One of the great things you can do with Goya Beans:

Picture it on your table: our famous 1-2-3-4 Goya Bean Toss. But with a whole Goya Beanery™ to choose from—12 beautiful Goya Beans—you can make all kinds of terrific salads, main dishes, even add em to soup, stew, pasta. Why not do one tonight?

GOYA Foods, Inc. Manufacturers & Distributors of Latino Foods
100 Seaview Drive, Secaucus, N.J. 07094 (201) 348-4900 - (718) 499-4000

INDEX TO ALA MEMBERS

How to use this listing: This membership listing provides a complete alphabetical roster of *all* classifications of ALA individual members as of August 16, 1986. Included are the names of individuals found in the **ALA Industry Members** listing who, for various reasons, may not necessarily be located at the company's listed address or telephone number. If you cannot locate someone you believe to be an ALA member contact the Membership Department, American Logistics Association, 1133 Fifteenth Street, NW, Washington, D.C. 20005; *Telephone:* (202) 466-2520/*Telex:* 6502459439.

This listing will also indicate, where applicable, an individual's affiliation with the ALA's many area Chapters around the world. The Chapter can be identified by the number in parentheses beside a name, using the following key:

(01) **Alamo** Chapter
(02) **Baltimore** Chapter
(03) **Carolinas** Chapter
(04) **Hampton Roads** Chapter
(05) **Midwest** Chapter
(06) **Central European** Chapter
(07) **Hawaii** Chapter
(08) **Far East** Chapter
(09) **New England** Chapter
(10) **Northern California** Chapter
(11) **Northwest** Chapter
(12) **Peachtree** Chapter
(13) **Gulf Area** Chapter
(14) **Rocky Mountain** Chapter
(15) **Southern California** Chapter
(16) **Washington, D.C.** Chapter
(17) **New York** Chapter
(18) **Arizona** Chapter
(19) **Delta** Chapter
(20) **Texoma** Chapter
(21) **Florida** Chapter
(22) **Southwest** Chapter
(23) **Jersey-Penn-Del** Chapter
(24) **Great Plains** Chapter

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It's the TOP line that

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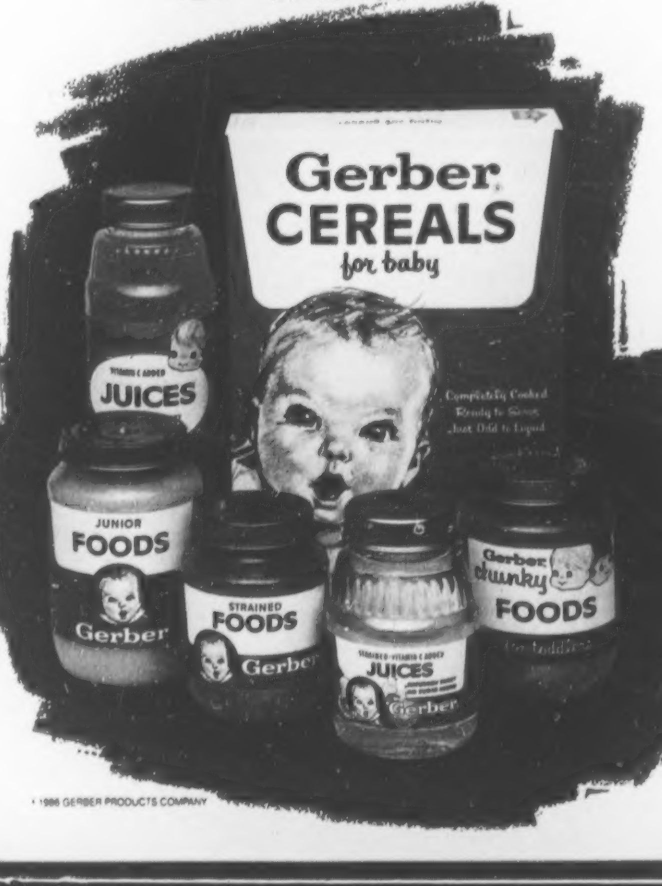
Babies are our business...
and have been for over 50 years.
Gerber Products Company, Fremont, MI 49412



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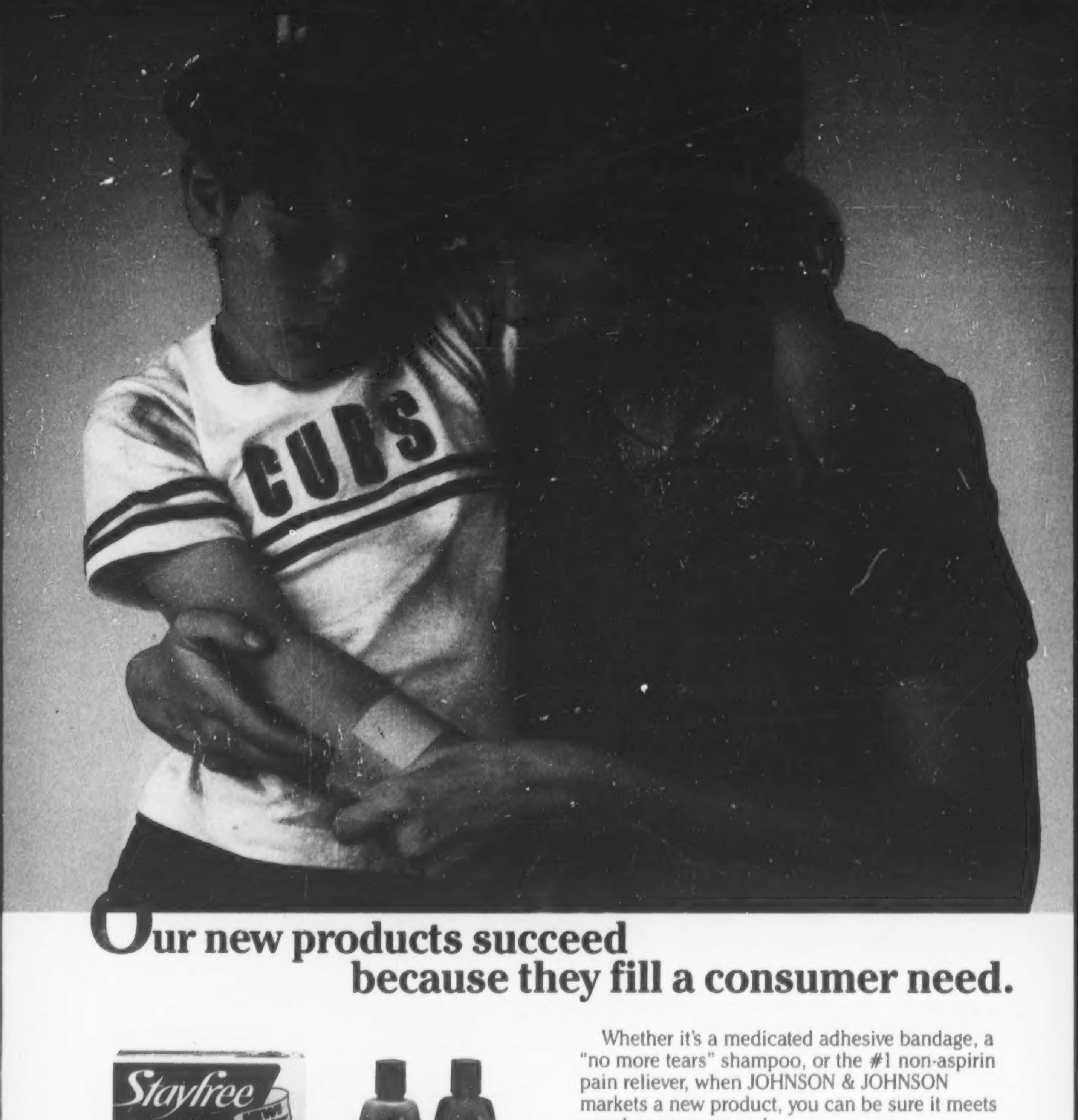

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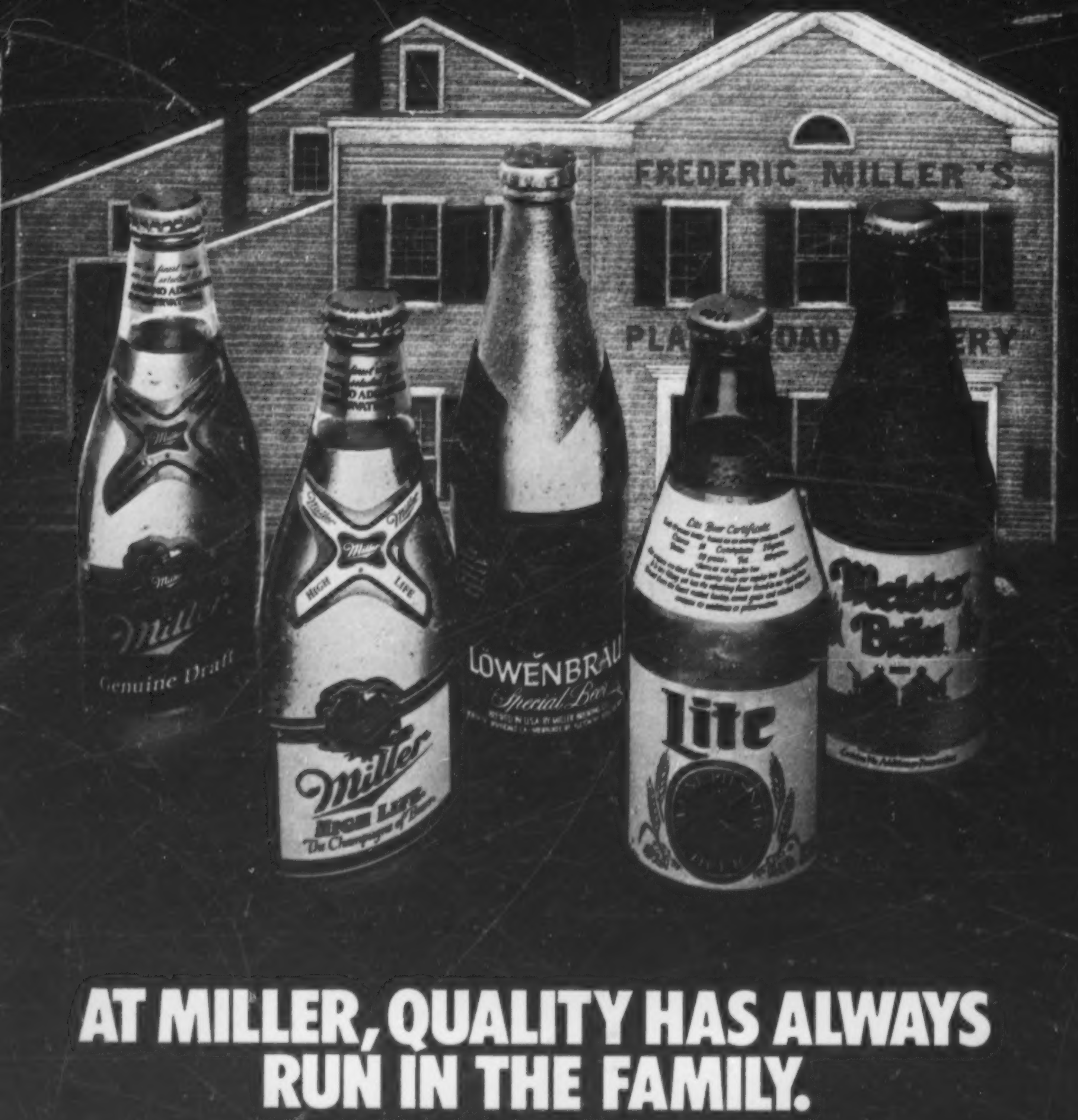
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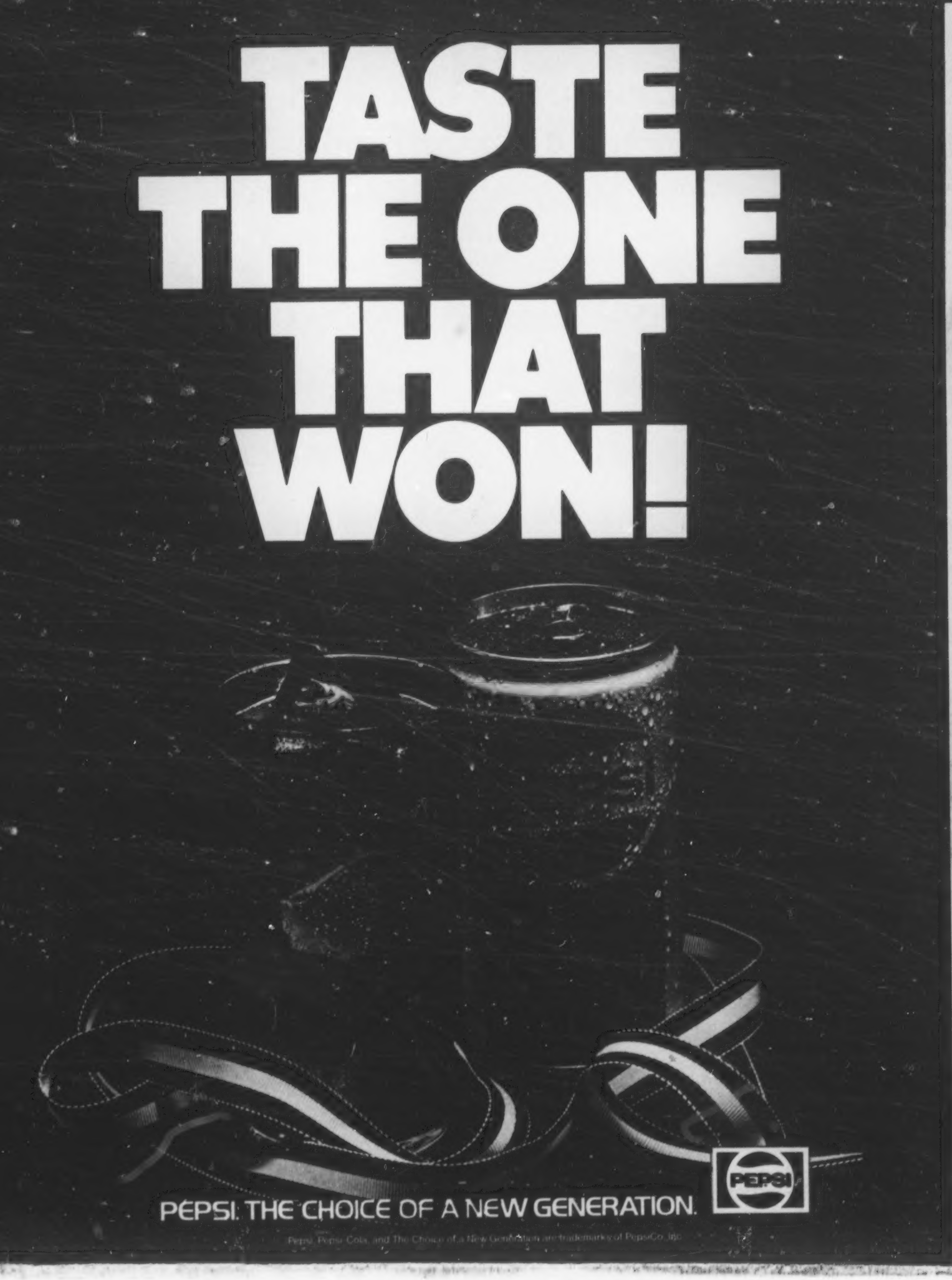
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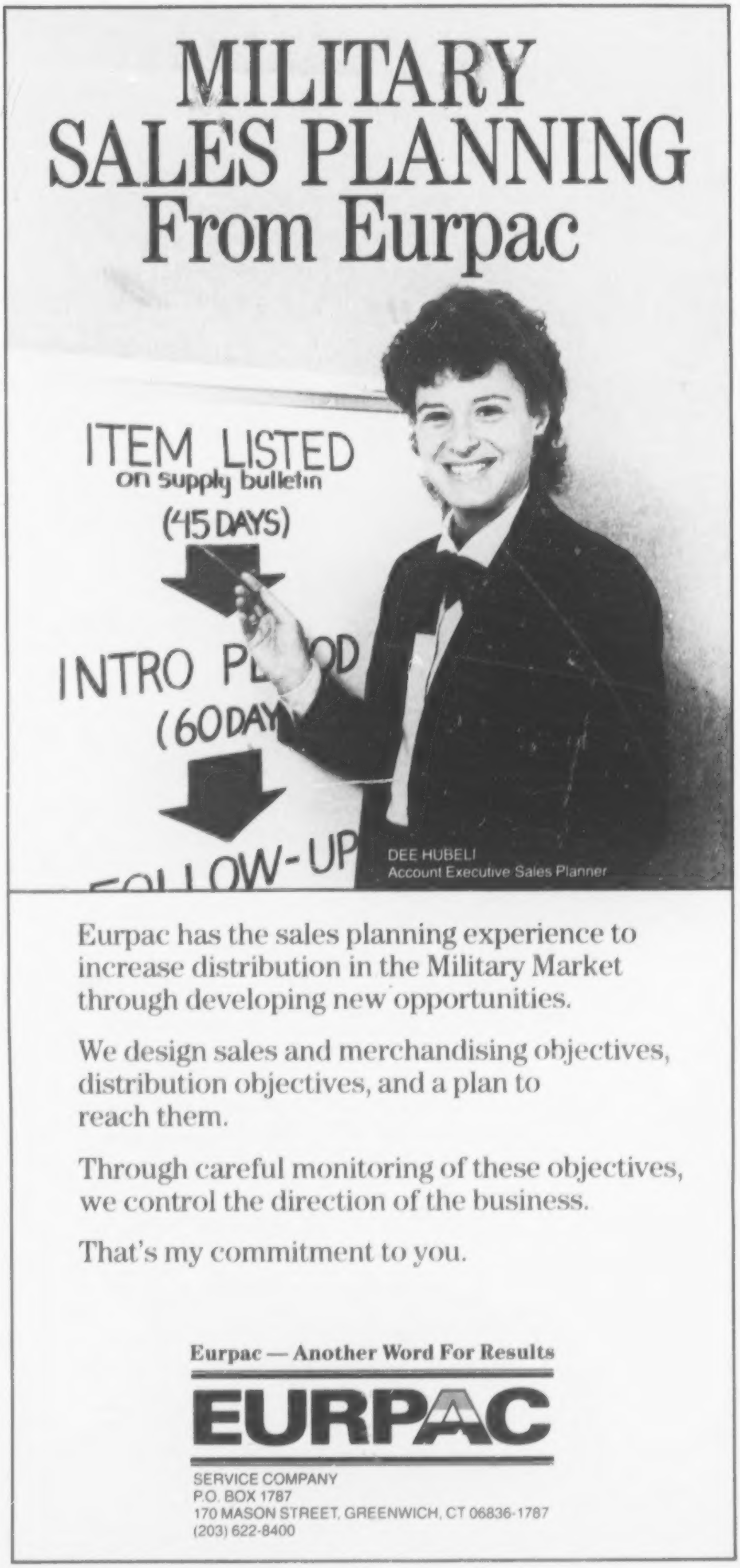

MILITARY
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From Eurpac

DEE HUBELI
Account Executive Sales Planner

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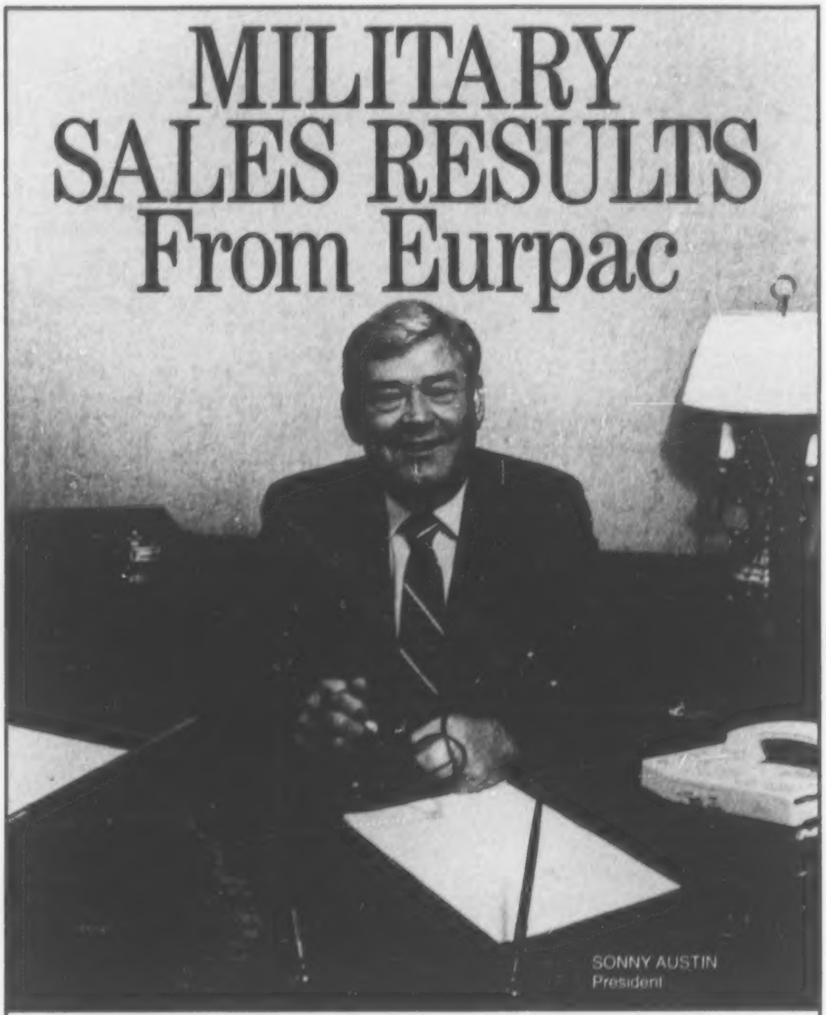

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President

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512-496-6450

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Atlanta, GA 30301
404-676-4743

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214-637-6850

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R. J. Reynolds Tobacco Int'l
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919-777-2018

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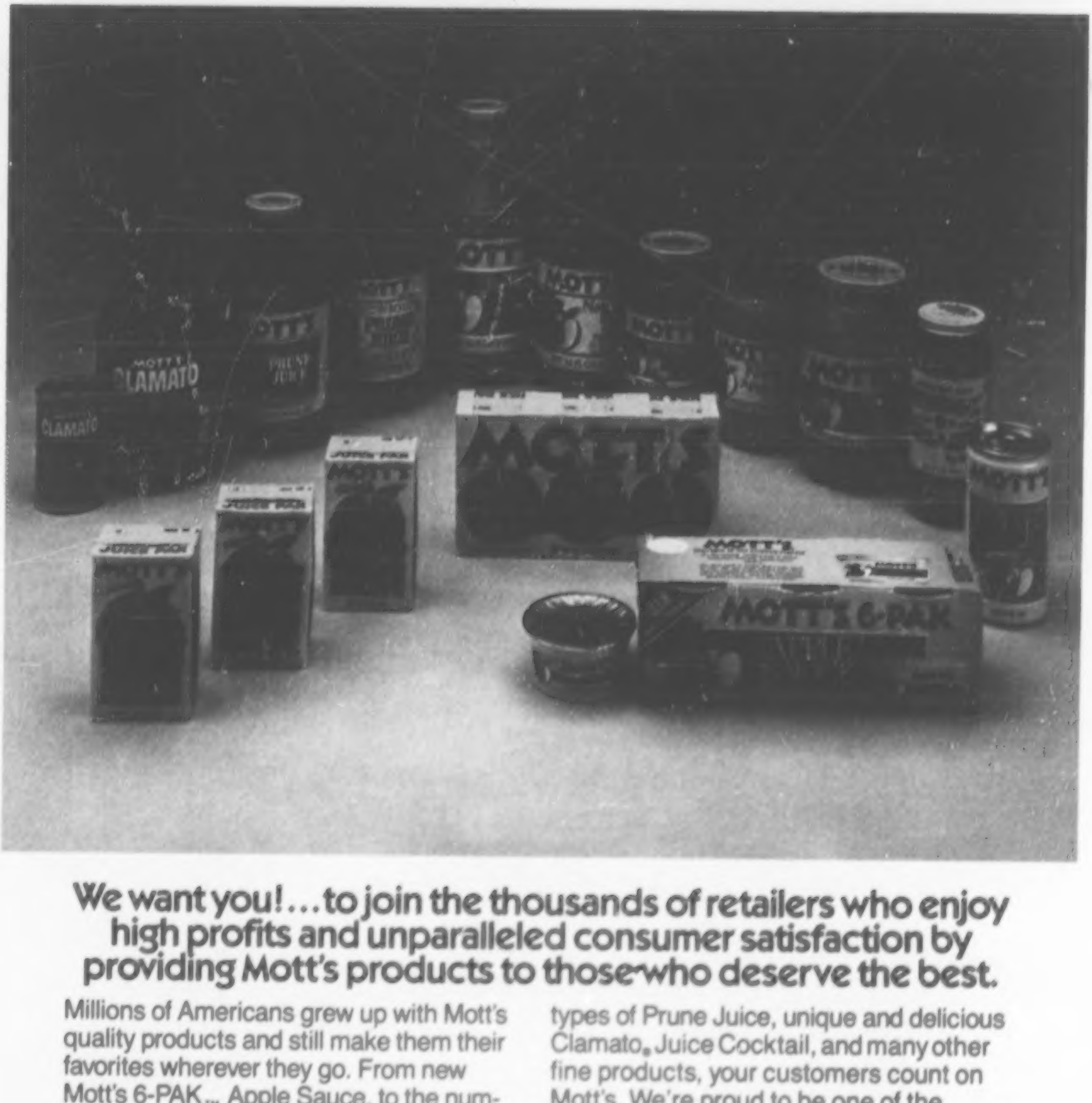

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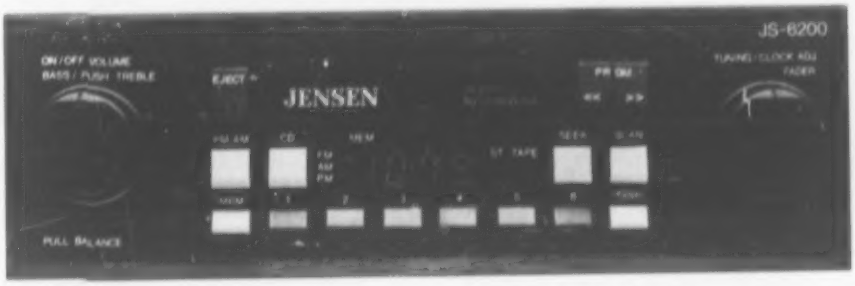
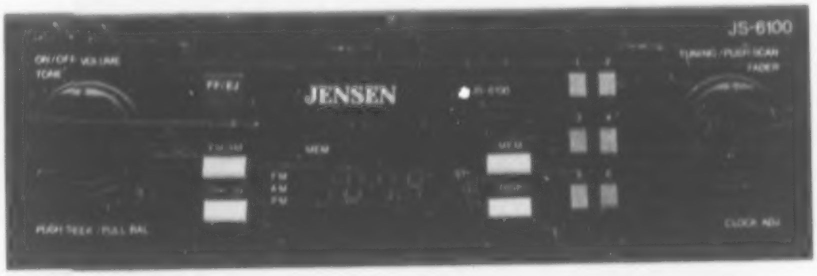


- Electronically tuned PLL receiver with digital LED frequency display and PLL tuning for precise, drift-free reception
- Auto reverse cassette deck with locking fast forward/reverse and tape direction indicator
- Compact Disc Player input for playing a CD through the JS6200. Portable players may be connected directly to the audio inputs or through the optional dash mounted J1470 quick connect adaptor (further explanation on reverse side)
- 12 station presets (6 AM and 6 FM) for fast, accurate tuning to favorite stations
- Seek and scan tuning. Seek tuning advances to next strongest station and stays there; scan tuning advances to the next strongest station, plays for 5 seconds, then continues to scan until a station is selected by pressing the scan button again
- Digital LED clock for better day/night visibility
- Separate Bass, Treble, Balance and Fader controls
- Backlit function controls for good contrast and easier use at night
- Automatic power antenna lead provides power to raise and lower power antennas
- 10 Watts total system power



JS6100

FEATURES

- Electronically tuned PLL receiver with digital LED frequency display and PLL tuning for precise, drift-free reception
- Cassette deck with locking fast forward
- 12 station presets (6 AM and 6 FM) for fast, accurate tuning to favorite stations
- Seek and scan tuning. Seek tuning advances to next strongest station and stays there; scan tuning advances to the next strongest station, plays for 5 seconds, then continues to scan until a station is selected by pressing the scan button again
- Auto stop at end of tape in play, then reverts to radio
- Digital LED clock for better day/night visibility
- Local/Distant switch adjusts sensitivity for improved reception in urban or rural areas
- Tone control provides bass and treble adjustments
- Balance and Fader controls perfectly balance a two or four-speaker system
- Backlit function controls for good contrast and easier use at night
- Automatic power antenna lead provides power to raise and lower power antennas
- 10 Watts total system power

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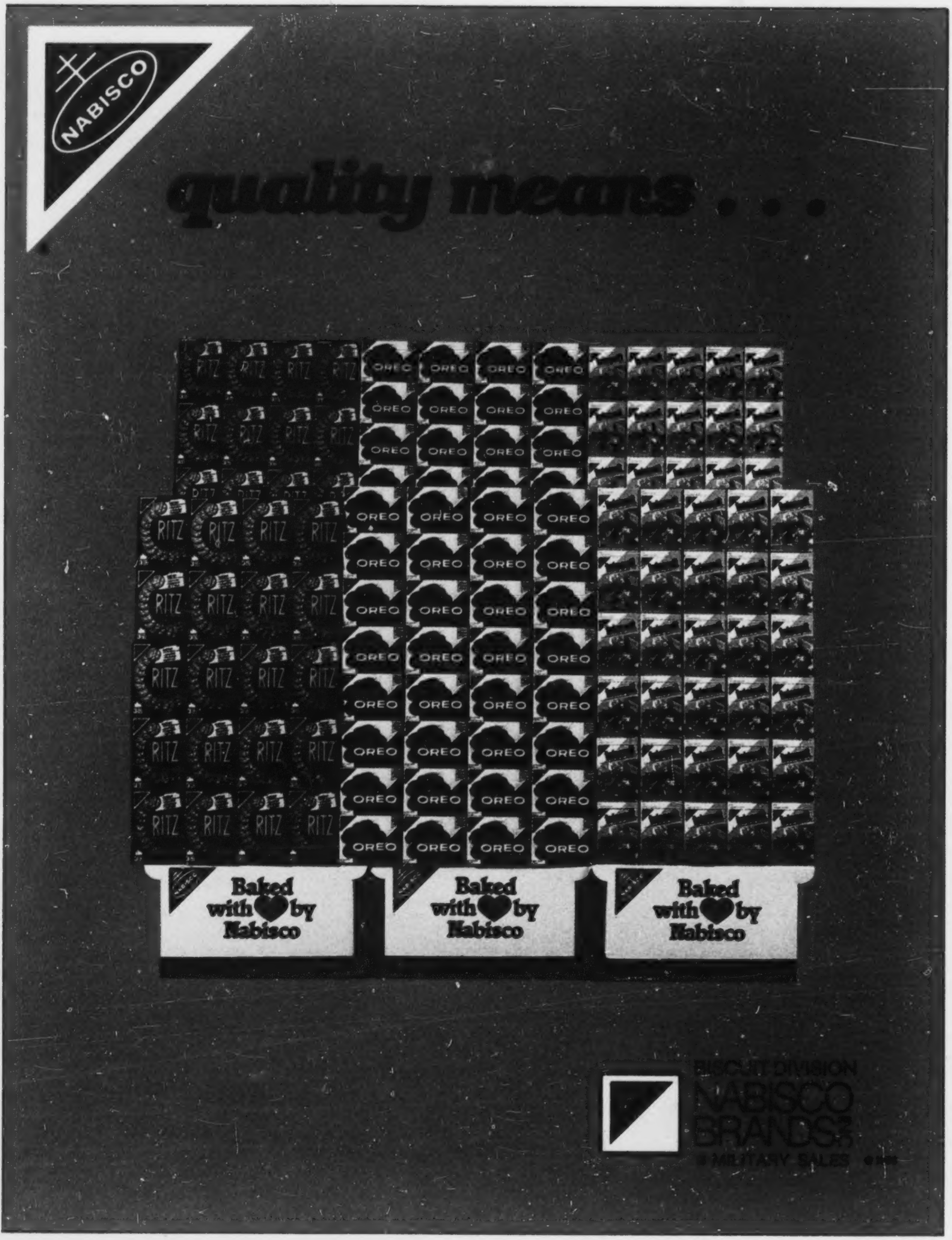
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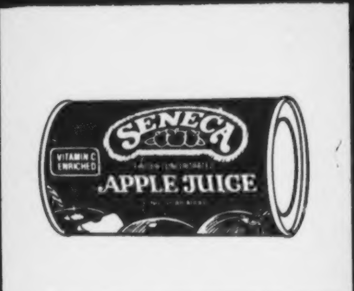
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SENECA
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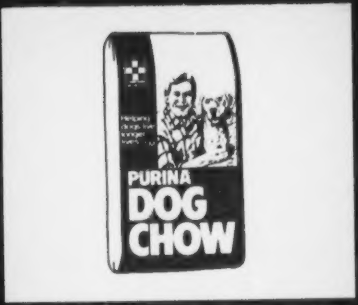
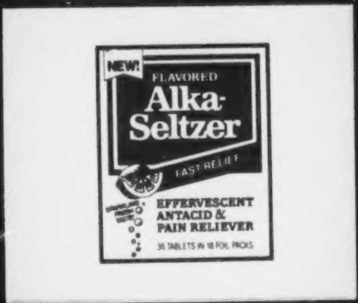
1. ______________


PURINA
DOG CHOW

2. ______________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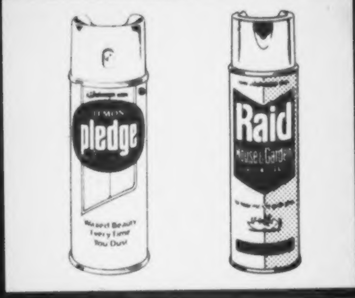
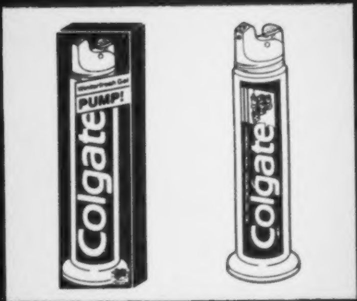
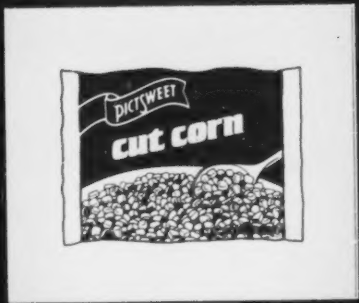
3. ______________


pledge
Raid
House & Garden

4. ______________


PUMP!
Colgate
Colgate

5. ______________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6. ______________

Answers on next page

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MILITARY MARKETING QUIZ

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2. *Dunham & Smith*
3. *Dunham & Smith*
4. *Dunham & Smith*
5. *Dunham & Smith*
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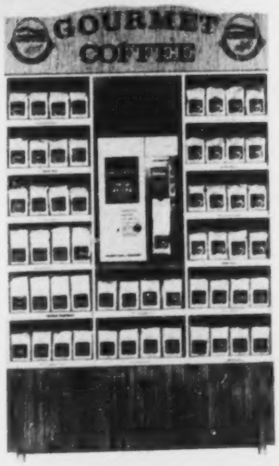

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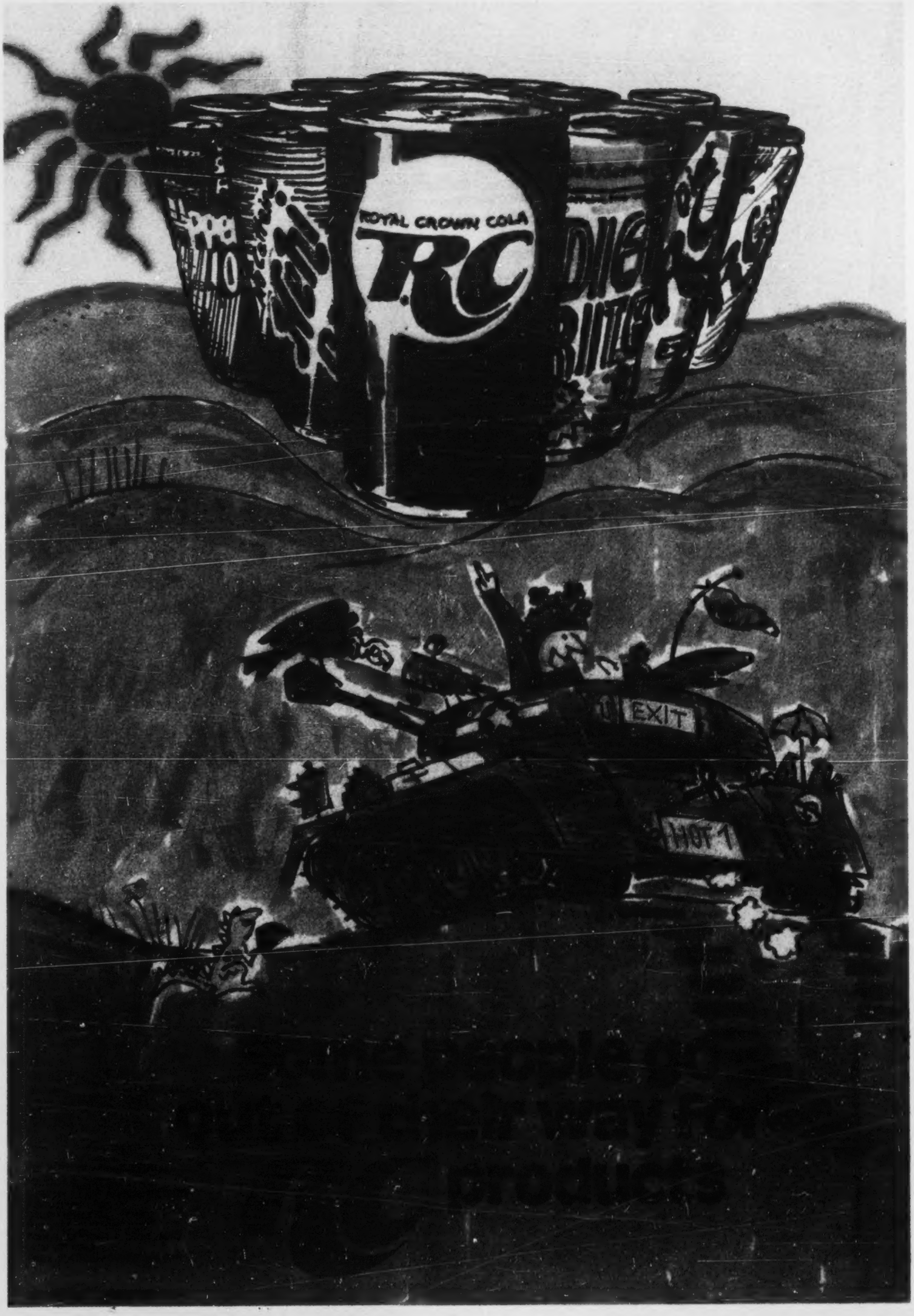
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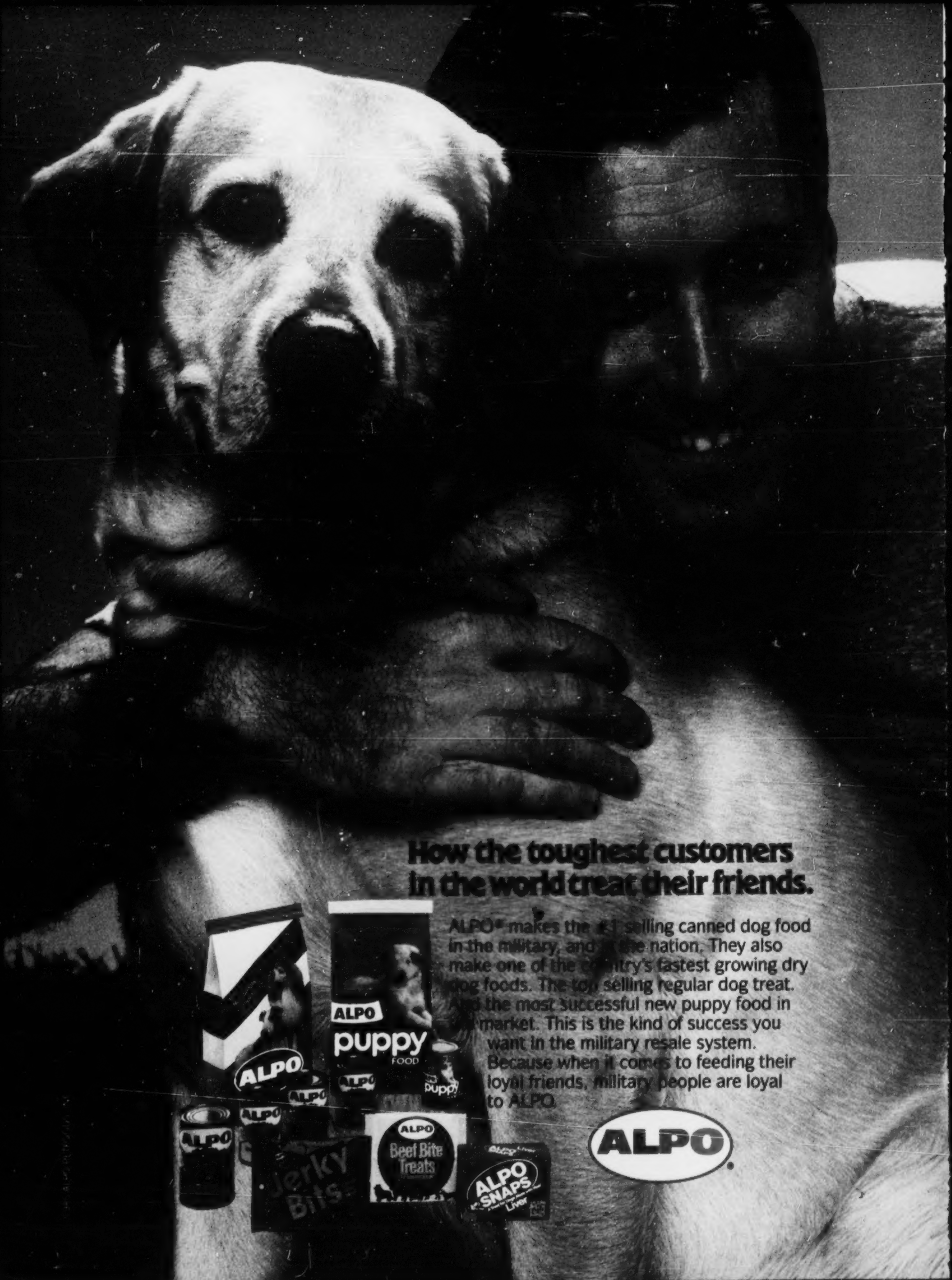
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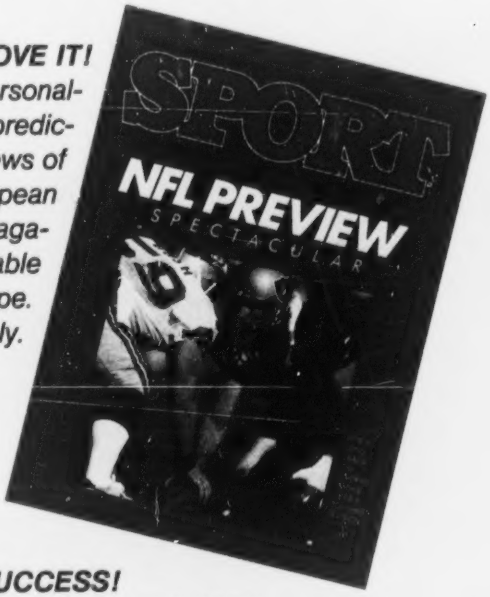

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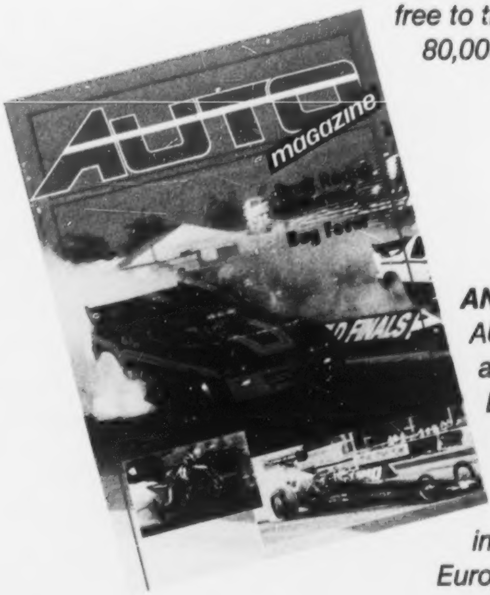

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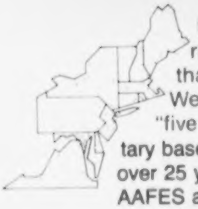

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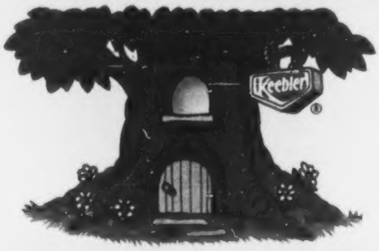
* Source: MSA Report, March 1986



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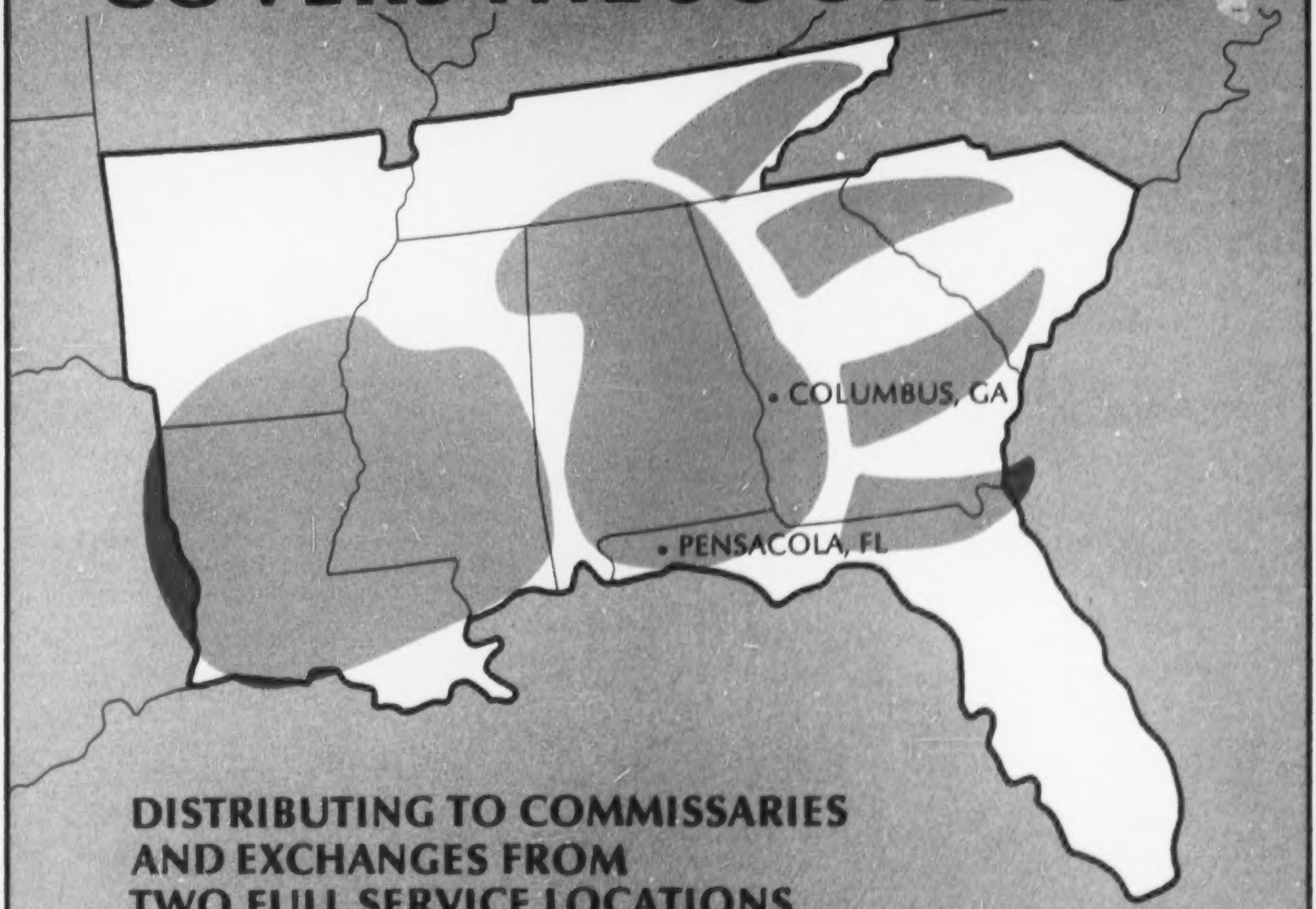

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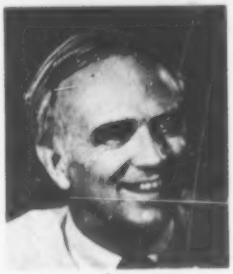

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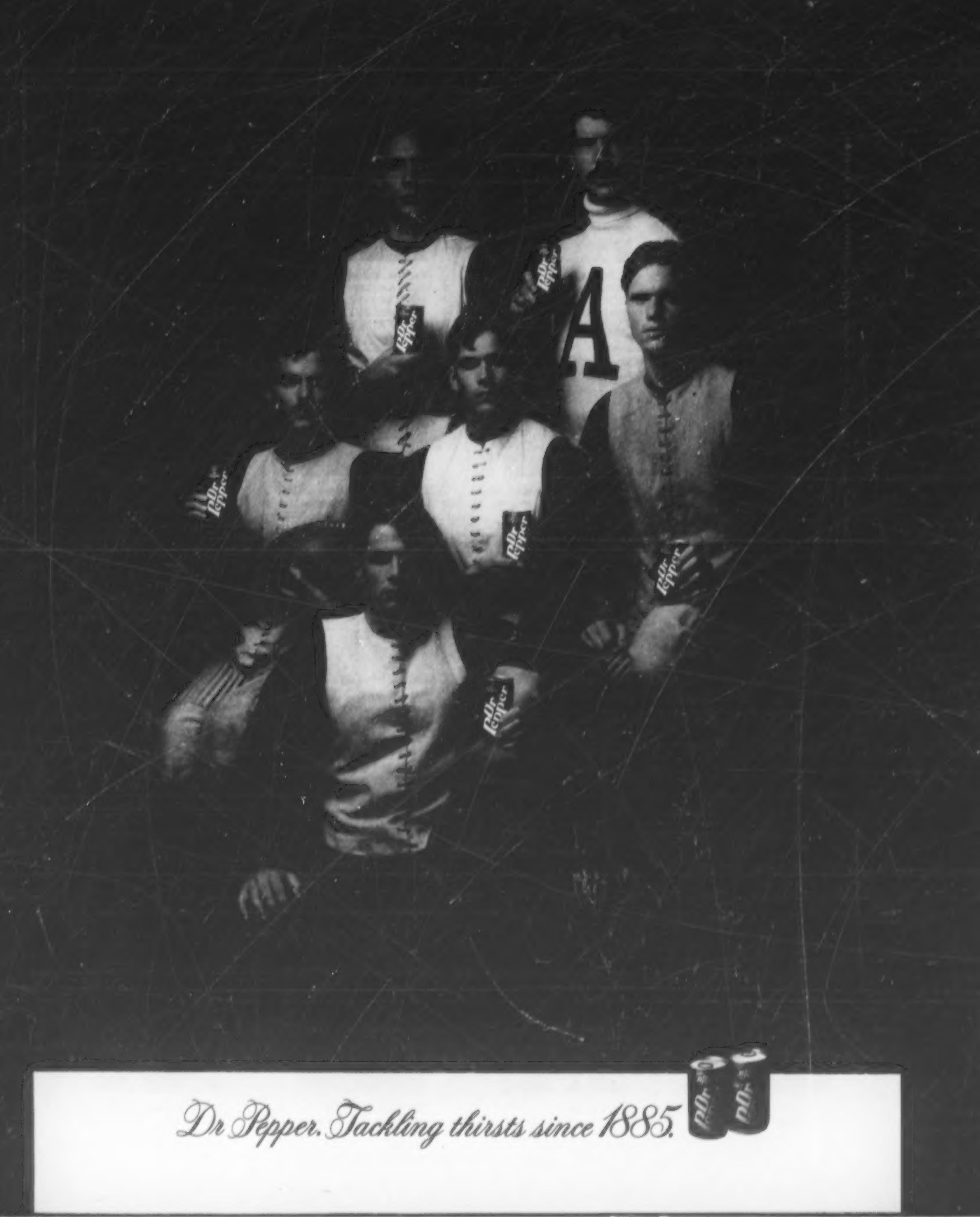
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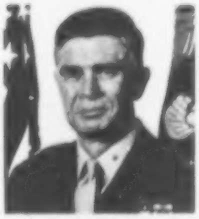

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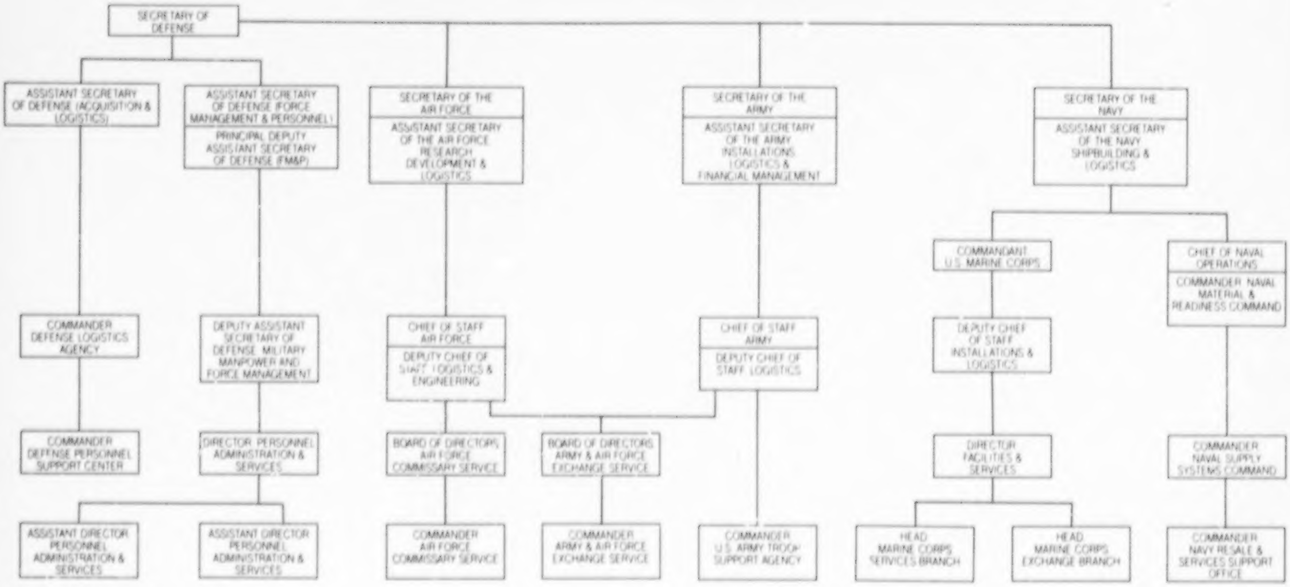
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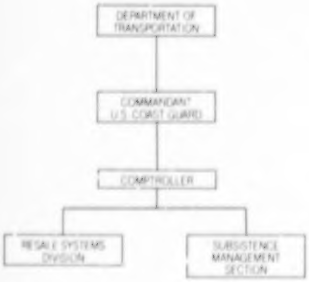
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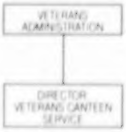
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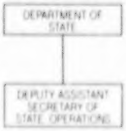
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(512) 671-2981

Southeast Region
Det 11 AFCOMS/FC
Charleston AFB, SC 29404-6290
Director
Paul Lynn
(803) 554-3184

Southwest Region
Det 17 AFCOMS/FC
Building 313
Luke AFB, AZ 85309-7075
Director
Lt.Col. William Fowler, USAF
(602) 848-8900

Overseas Regions & Complexes

European Region AFCOMS
Ramstein AB, Germany
APO New York 09012
(0631) 51731 x6693

Commander
Col. Frank Dooley, USAF

Deputy Commander
John McGowan

Pacific Region AFCOMS
Hickam AFB, HI 96853-6290
(808) 422-1548

Commander
Col. Richard J. Tessier, USAF

Deputy Commander
Barton Hairr

United Kingdom Complex
RAF Lakenheath, UK
APO New York 09179-5000
Maj. Dick P. Flack, USAF

Central European Complex
APO New York 09012-6290
Daniel J. Claffey

Greece Complex
APO New York 09223-5000
Dennis N. Floros

Okinawa Complex
APO San Francisco 96239-6290
Ivars Vilnis

Spain Complex
APO New York 09283-5000
Capt. Robert L. Peaden, USAF

AFCOMS Sales Promotions

Major AFCOMS sales promotions typically include the following major sales: Store Manager Sale (Red Coat Sale); Anniversary Sale (AFCOMS will celebrate its tenth in 1986); the Customer Appreciation Sale, and the Young American Sale.

In addition to these major events, all AFCOMS stores are encouraged to develop themed sales promotions to coincide with the following seasonal and ethnic holidays: Martin Luther King's Birthday; Black History Week; Jewish Passover; Cinco de Mayo; Asiatic & Pacific American Heritage Week; Federal Women's Week; National Hispanic Week.

Note: The above commodity groups and percentages will vary store-to-store, due to the recent elimination of the Best Buy, health food, and small family section.

AFCOMS SALES/INFLATION COMPARISON

FY82–FY85

		Quarterly Retail Sales Increase <Decrease>	Rate of Inflation
FY82	1st Qtr.	8.1	1.8
	2nd Qtr.	5.5	2.2
	3rd Qtr.	7.0	3.6
	4th Qtr.	6.9	1.3
FY83	1st Qtr.	7.1	1.9
	2nd Qtr.	8.7	1.6
	3rd Qtr.	5.1	0.1
	4th Qtr.	2.9	8.7
FY84	1st Qtr.	1.0	2.1
	2nd Qtr.	2.3	5.5
	3rd Qtr.	2.5	3.8
	4th Qtr.	2.0	4.8
FY85	1st Qtr.	1.8	3.4
	2nd Qtr.	< 0.2>	<0.1>
	3rd Qtr.	< 0.2>	<0.8>
	4th Qtr.	< 0.8>	<2.0>
FY86	1st Qtr.	1.0	<0.2>
	2nd Qtr.	4.5	<0.6>

Note: Represents quarterly retail sales increase (adjusted for the number of AFCOMS sales days) and annual wholesale food inflation rate (U.S. Department of Labor Producers Price Index, Finished Consumer Goods, Food).

AFCOMS Commissary Store Sales
By Department
FY81–FY85

Department	FY81	FY82	FY83	FY84	FY85
Grocery	$1,364,044,134	$1,359,276,549	$1,569,333,657	$1,617,104,972	$1,626,741,717
Meat	338,278,912	310,631,286	355,301,867	346,073,691	330,914,416
Produce	85,865,322	79,418,459	93,523,261	100,944,181	100,771,558
Total	**$1,788,188,368**	**$1,749,326,294**	**$2,018,158,785**	**$2,064,122,844**	**$2,058,427,691**

Note: Store sales exclude data from troop issue/subsistence accounts.

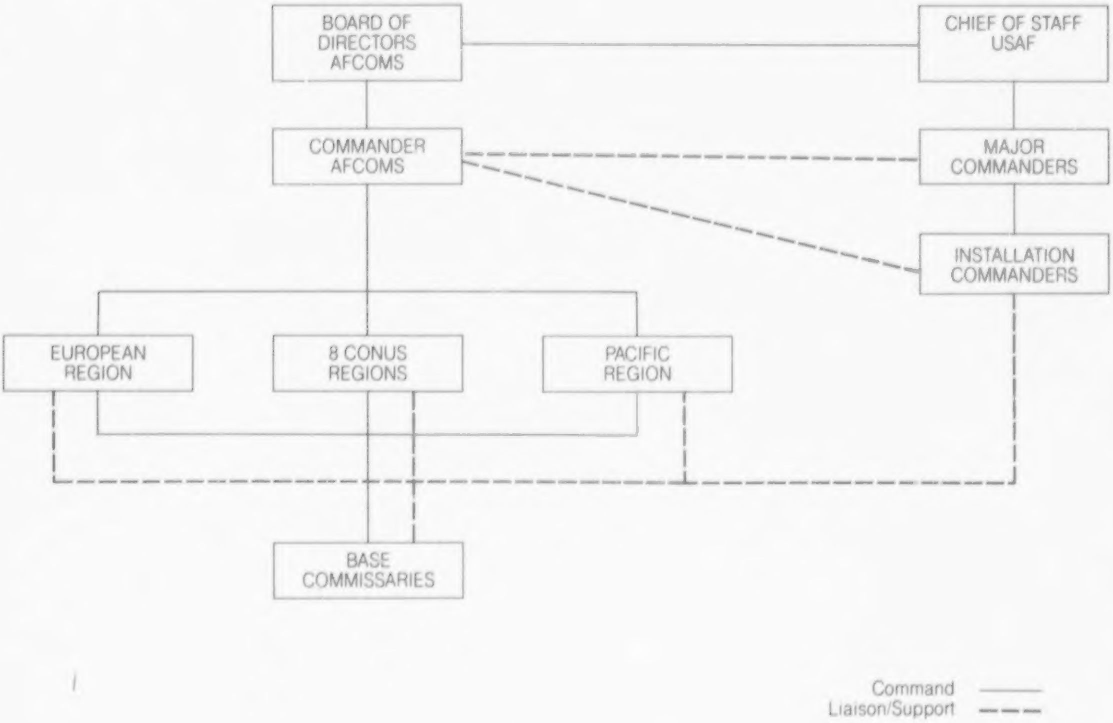
AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	% Factor
Best Buy	.020
Health Food	.012
Peanut Butter	.005
Jam and Jelly	.007
Liquid Dressing	.007
Mayonnaise and Salad Dressing	.007
Vinegar	.003
Pickles	.010
Olives	.003
Catsup and Mustard	.007
Barbecue Sauce	.003
Oil	.010
Shortening	.003
Pudding	.010
Flour	.007
Cake Mixes	.017
Baking Needs	.006
Gravies	.006
Sugar/Salt/Spices	.014
Pork and Beans	.007
Canned Vegetables/Mushrooms	.026
Potatoes & Stuffing Mix	.005
Small Family Section	.003
Canned/Dry Fruits	.012
Juice	.030
Cocoa	.004
Tea	.006
Instant Coffee & Creamer	.009
Ground Coffee	.013
Milk/Canned and Dry	.006
Canned Soup	.021
Dry Soup	.005
Prepared Dinners	.008
Canned Fish	.010
Canned Meat	.010
Canned Macaroni	.004
Sauce and Paste	.010
Dry Macaroni	.013
International Foods	.017
Rice	.008
Dry Beans	.003
Cold Cereal	.043
Pop Tarts	.006
Hot Cereal	.006
Pancake Mix	.003
Pancake Syrup	.003

Commodity Group	% Factor
Cookies & Crackers	.024
Candy/Peanuts	.027
Chips, Snacks & Popcorn	.032
Powdered Beverages	.010
Soda	.037
Sanitary Napkins	.010
Health & Beauty Aids	.043
Baby Formula	.007
Baby Foods	.018
Baby Diapers	.033
Semi-Moist Dog Food	.003
Dry Dog Food	.031
Canned Dog Food	.010
Dry Cat Food	.007
Canned Cat Food	.012
Cups & Plates	.010
Napkins	.010
Paper Towels	.038
Facial Tissue	.010
Toilet Tissue	.041
Bags & Wraps	.016
Box Detergent	.026
Liquid Detergent	.007
Bleaches & Starch	010
Fabric Softeners	.010
Liquid Dish Detergent	.010
Electric Dish Detergent	.003
Heavy Duty Cleaners	.007
Ammonia & Window Cleaners	.003
Soap Pads & Cleaners	.003
Bath & Bowl Cleaners	.003
Skilcraft Products	.010
Air Fresheners	.003
Waxes and Carpet Free	.003
Bar Soap	.010
Light Bulbs	.003
Charcoal	.003
Insecticide	.003
Gourmet	.006
Total:	1.000

Note: The above commodity groups and percentages will vary store-to-store, due to the recent elimination of the Best Buy, health food, and small family section.

AIR FORCE COMMISSARY SERVICE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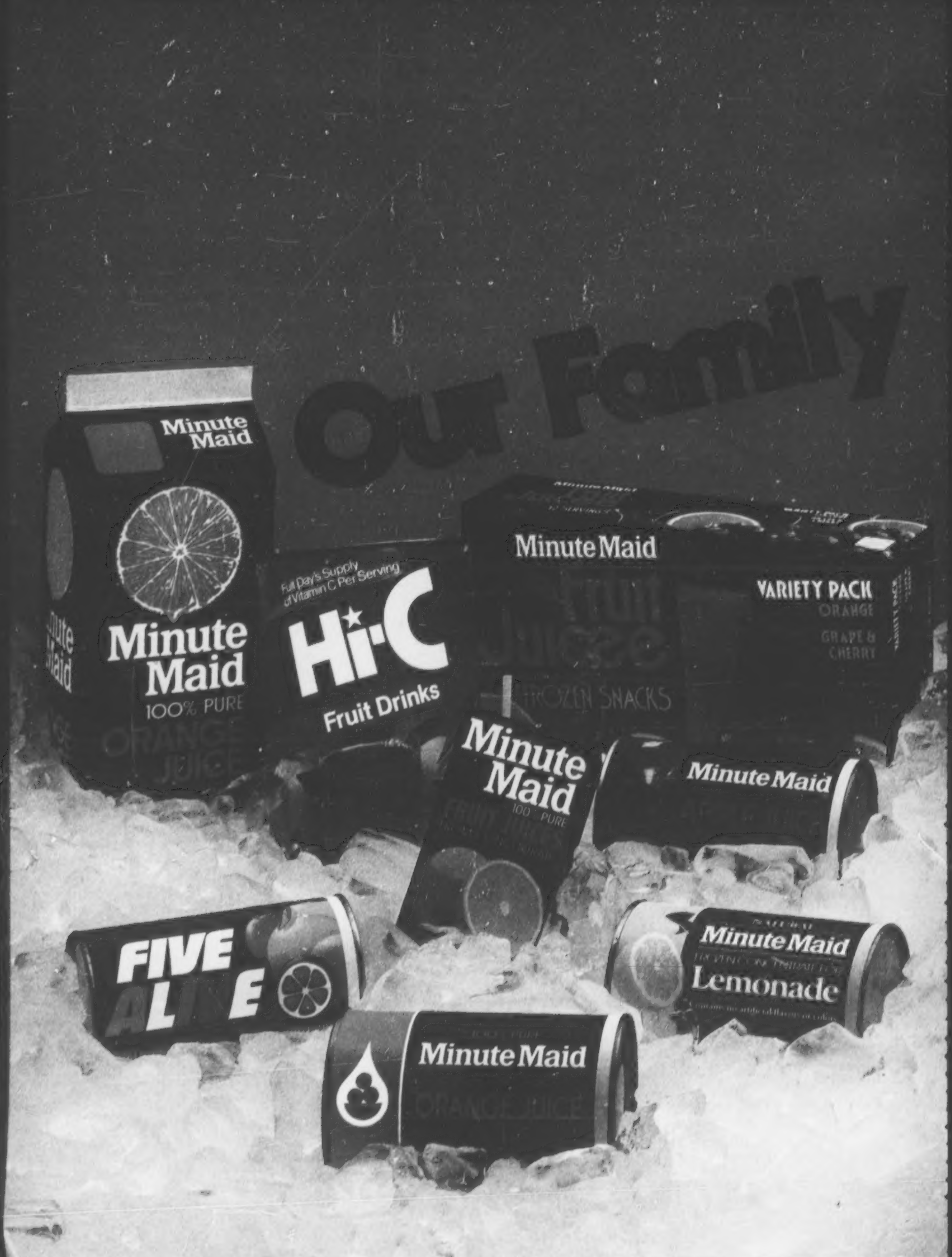
Command
Liaison/Support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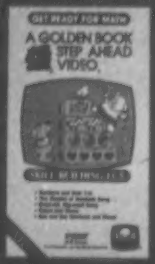
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ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)

3911 S. Walton Walker Boulevard
Dallas, TX 75236-1598
Phone: (214) 780-2011
Telex: 73-2374
Commander: Major General John E. Long, USA

MG Long

BG Kahla

Selling to AAFES

AAFES Mission & Purpose

The Army and Air Force Exchange Service (AAFES), now in its 91st year, is responsible for providing goods and services to the U.S. military community at home and abroad. As a non-appropriated federal instrumentality, it is mostly self-supporting and generates earnings each year which are used to help fund the military's morale, welfare and recreation (MWR) programs.

From its headquarters in Dallas, Texas, AAFES operates 5,400 retail facilities on military installations worldwide. It also runs 1,700 food outlets including franchised Burger King restaurants; 590 automotive facilities; catalog services; 400 movie theaters and 1,800 vending patios. Additionally, AAFES offers personal services thru concession contracts with local businesses. These include beauty and barber shops, florists, laundries and cleaners and repair shops of all kinds.

In oversea areas, AAFES runs its own meat and ice cream plant, a dairy plus bakeries and is responsible for the dependent school lunch program at Department of Defense schools.

The Purpose of AAFES is stated in its two-fold mission: to provide merchandise and service to authorized customers at uniformly low prices, and to generate reasonable earnings in support of military morale, welfare and recreation programs. The mission has remained essentially unchanged since exchanges were established in July 1895.

Annual sales in AAFES facilities amounted to $4.9 billion in 1985. After operating expenses are paid, earnings are split evenly between AAFES—for capital expenses, and MWR. Last year's dividends to MWR amounted to $87 million. Over the past 20 years AAFES has returned some $1.6 billion to the services for MWR purposes.

AAFES buys goods and supplies from about 40,000 firms in the U.S. About 88% of these are small businesses. AAFES policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is also receptive to minority businesses. Quality and price are the basic determining factors in all purchasing decisions.

AAFES operates worldwide and has two oversea subordinate organizations, AAFES-Europe based in Munich, Germany and AAFES-Pacific in Honolulu. In the U.S., AAFES is divided into five exchange regions. It also has its own distribution network based in Atlanta, Georgia. Addresses of these organizations are contained in the following pages.

While it is a joint military command, AAFES has only 102 military personnel assigned and employs some 70,000 civilians. Nearly two-thirds of all civilian employees are military family members. All civilian salaries are paid from AAFES earnings, not from funds appropriated by the U.S. Congress.

Visiting AAFES

AAFES policy is to negotiate only with authorized individuals and to award contracts only to eligible persons and firms. All visitors to Hq AAFES, Hq AAFES-Pacific, Hq AAFES-Europe, Pacific Field Office, or any of the CONUS regional headquarters to conduct business must have a form of identification sufficient to establish the visitor's authority to conduct business on behalf of the principal. A direct hire employee of the manufacturer should have a business card, badge, ID card, or letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a manufacturer's representative firm, must have a current letter of authorization, from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the past twelve months.

Visitors are also required to have a registration number. This number is obtained by completing a Notice of Appearance Before Exchange Activity, *AAFES Form 3900-56*, and if necessary, a continuation sheet, *AAFES Form 3900-57*. The registration number will be used when visiting any AAFES facility. Once a number has been assigned, a new notice of appearance form is not required for later visits unless a correction on the old form is necessary. Particular attention should be paid to the reverse side of the form which contains brief summaries of applicable statutes and references to pertinent Army and Air Force regulations. It also includes a statement of the AAFES policy on gratuities.

Visitors must complete a Visitor's Registration Form, *AAFES Form 3900-58*, on every visit.

Store Visitation Policy

Vendor representatives from firms under contract with AAFES are allowed entry to stores by the contract. Representatives who do not have contracts may get visitation privileges by making an appointment in advance through the appropriate CONUS exchange region and/or oversea merchandising branch or division. Visits must be arranged so as not to disrupt normal business operations.

Representatives who are not authorized access to stores and who wish to visit AAFES facilities should contact the merchandising chief/director in the appropriate CONUS region office or oversea system headquarters. Their addresses and telephone numbers appear below in this publication.

If the request to visit is approved, a letter of Temporary Access Authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information

AAFES purchases retail merchandise, supplies, services and equipment in variety of markets incorporating many types of competition and bargaining positions. Although some purchases may be made from government sources, the general method of procurement is from private industry through negotiation (as opposed to formal advertising used in some appropriated fund procurement) on the basis of full and free competition from all interested and eligible sources. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration.

The sale of some retail merchandise by CONUS exchanges is limited by category and cost price by the Armed Services Exchange Regulations approved by Congress. A list of items and current cost price limitations is available from Hq AAFES. There are no limitations on retail merchandise sold in oversea exchanges.

AAFES merchandising policy is to respond to customer demand in the selection of items and brands to be stocked. Accordingly, the stock assortment is generally comprised of brands which have demonstrated consumer acceptance in the commercial sector. AAFES does not attempt to create a new market for new items or new vendors.

Commodity Procurement (Merchandise, Supplies, Equipment and Food)

CONUS

Hq AAFES and the CONUS exchange regions buy commodities from CONUS sources as explained below.

Hq AAFES in Dallas, TX conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in oversea exchanges, items and services for CONUS exchange regions, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. Hq AAFES also buys U.S.-origin retail and institutional food for sale worldwide. Precious jewelry items and prerecorded music (records and tapes) are purchased by contracting officers at the AAFES Distribution Region (ADR), Atlanta, GA. Firms or individuals wanting to sell their products to Hq AAFES should write or telephone the appropriate merchandising sections listed below. Firms or individuals wanting to sell precious jewelry items should address correspondence to the AAFES Distribution Region, P.O. Drawer WW, Forest Park, GA 30051, or call (404) 363-5163. Firms wanting to sell prerecorded records and tapes should address correspondence to the Records Distribution Section, P.O. Drawer W.W., Forest Park, GA 30051 or call (404) 363-3761.

The five CONUS exchange regions purchase the merchandise items, retail food and institutional food, sold in exchanges located in their respective geographical areas which is not purchased from Hq AAFES established sources. Firms or individuals wanting to sell their products to these CONUS regions should write or telephone the appropriate merchandising specialists for the region involved. Information regarding the CONUS exchange region mailing addresses, telephone numbers, and other pertinent vendor information is given below. Call in advance for a schedule of vendor appointment times.

Alaska and Offshore Exchanges

The **Golden Gate Exchange Region** is responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Vendors in Alaska wanting to sell to AAFES may present their products to Alaska Area Exchange, who will forward the information to the Golden Gate Exchange Region.

The **Southeast Exchange Region** purchases merchandise for exchanges in Puerto Rico and Panama. The **Capitol Exchange Region** purchases merchandise for exchanges in Greenland and the Azores.

Other Oversea Exchanges

Commodities are bought for other oversea exchanges as explained below.

The **Hawaii Area Exchange** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in oversea exchanges is primarily bought by **Hq AAFES-Europe** from sources in Europe. The Hq AAFES Merchandising Division, Pacific Field Office, handles sources in the Pacific. The addresses are:

(APO)
Hq AAFES-Europe,
APO New York 09245;
(Commercial)
Commander,
Hq AAFES-Europe,
McGraw Kaserne,
Tegernseer Landstr/210,
8000 Muenchen 90,
Federal Republic of Germany;
(APO)
Hq AAFES Merchandising Division,
Pacific Field Office,
APO San Francisco 96328;
(Commercial)
Hq AAFES Merchandising Division,
Pacific Field Office,
Yokota Air Base Bldg. #4018,
Fussa-shi, Tokyo 197,
Japan.

There is no need for U.S. firms that want to have their products sold in Europe and the Pacific to visit the oversea exchange headquarters, area exchanges or installation exchanges. They should contact the appropriate Hq AAFES merchandising sections listed in this directory.

Non-Resale Items

These are the supplies and equipment items used by AAFES exchange activities. Inquiries regarding selling of non-resale items should be addressed to the Director, Procurement Support Division, Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Hardback Books, Paperback Books, Newspapers and Magazines

Responsibility for purchasing publications is divided among several AAFES elements as well as the Stars and Stripes organization.

In CONUS, these publications are purchased by each of the five exchange regions for sale in exchanges under their jurisdiction.

For Alaska, purchasing is done by the Golden Gate Exchange Region.

For Hawaii, most purchasing is done by Hq AAFES. Vendors in Hawaii wanting to sell to AAFES may present their product to the Hawaii Area Exchange, who will forward the information to HQ AAFES.

Publications for the Azores and Greenland are purchased by the Capitol Exchange Region. Publications for Panama and Puerto Rico are handled by the Southeast Exchange Region.

In Guam, Japan, Korea, Okinawa and the Philippines, all publications are provided to AAFES by Pacific Stars and Stripes located in Tokyo, Japan. Their mailing address is: Pacific Stars and Stripes, APO San Francisco 96503.

In Europe, all publications are sold in book stores operated by the Stars and Stripes through their headquarters located at Postfach 11-10-34, D-6100 Darmstadt 11 West Germany. Their military mailing address is: Stars and Stripes European Edition, APO New York 09175. Stars and Stripes also maintains an office at 252 Seventh Avenue, Room 401, New York, NY 10001; telephone: (212) 620-3333/4/5, Attention: Director, New York Operations.

If you want to have your book considered for possible stockage by AAFES activities, contact any or all of these organizations.

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and business firms. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement and music vending, beverage vending, and full-line product vending are examples of services provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation in small businesses and minority business enterprise is encouraged. In addition, AAFES reserves certain new services for minority businesses identified by the Minority Business Development Agency, U.S. Department of Commerce. For more information on minority business opportunities, contact the Office of Small & Disadvantaged Business Utilization at HQ AAFES.

In CONUS, contracting is done at each of the five exchange regions for exchanges under their jurisdiction. Anyone interested in providing a customer service should contact the contracting office at the appropriate exchange region.

Firms or individuals wanting to provide a service at oversea locations have to comply with the laws and regulations of the host country. For further information, contact the Procurement Support Division/Office of the applicable oversea exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures. The exchange region contracting offices are responsible for procurement when the amount is less than $200,000.

Hq AAFES contracts for new construction and renovation exceeding $200,000. Prospective construction source lists are recommended by the contract design architect, the military installations where the projects are to be performed, and individual requests. Plans and specifications may be examined at F. W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Firms or individuals interested in performing construction contracts for exchange regions and/or area exchanges should contact them to be included in their source files.

Architect-Engineer (A-E) Services

A-E service contracts are established with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, most of the contracts are negotiated by Hq AAFES. Source selection is made by Hq AAFES Engineering Division. If you are interested in being considered for selection, you should send a completed Standard Form (SF) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to Hq AAFES Engineering Division.

The five CONUS exchange regions also procure A-E services on a limited basis covering some of the smaller projects. If you are interested in being considered for selection, you should contact the Engineering Branch of the applicable exchange region.

Oversea exchange systems have published guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable oversea exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES, who have been designated by certificate of appointment. Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, etc., under their specific certificate of appointment. They have considerable authority to act for AAFES in business matters.

Source List Applications

Firms or individuals interested in doing business with AAFES should submit a completed Source List Application, *AAFES Form 4200-10*. The form is available from all AAFES purchasing activities. Completed forms should be returned to the purchasing activity where you want to do business. This form serves two purposes: (1) it provides information regarding the different categories of items or services the firm want to provide, and (2) provides the contracting officer

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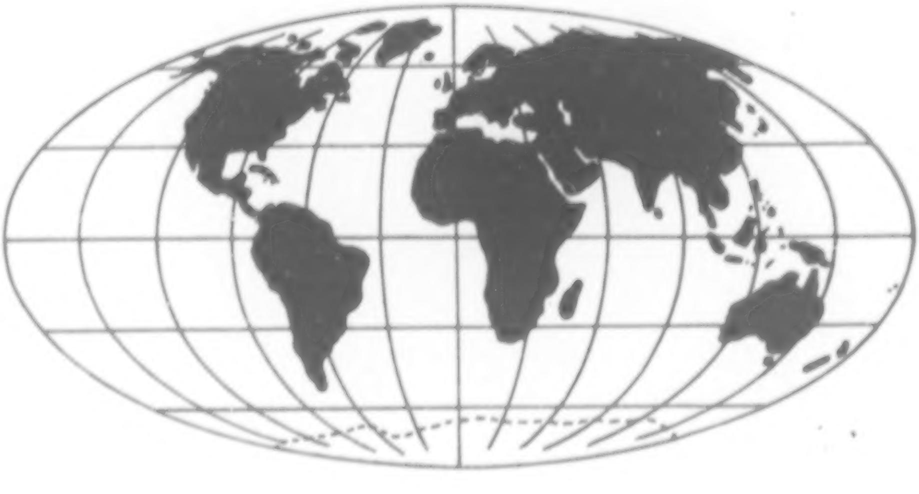

BRADFORD
PENNSYLVANIA

DALLAS
TEXAS

FRANKFURT
GERMANY

HONOLULU
HAWAII

with pertinent information about the interested individual/firm.

Catalog Sales Center

The Catalog Sales Program provides exchange customers worldwide with a major assortment of quality merchandise by mail order and through over-the-counter sales at most exchanges in CONUS. The catalog in effect serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts.

Approximately 650,000 copies of the catalog are printed and are distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Branch.

Firms or individuals interested in offering products for inclusion in the Catalog Sales Program should contact the Hq AAFES for U.S.-origin products. Oversea suppliers should contact the European Merchandising Division, Munich, Germany, or the Pacific Field Office, Yokota, Japan. In addition, direct contact can be made with the chiefs of the American, European or Pacific Mail Order Groups (their correspondence addresses are listed below).

Distribution Centers

Exchanges worldwide are supported from 13 Distribution Centers (DCs) in CONUS which receive, process, and ship a variety of merchandise categories. The Atlanta DC, Forest Park (Atlanta), GA, distributes fine jewelry, phonograph records and pre-recorded tapes, shoes, military uniforms, fashion and seasonal clothing (flat pack only), fashion shoes, and AAFES American Catalog merchandise worldwide. Additionally, Fort Gillem distributes general merchandise to all exchanges east of the Mississippi, Europe and selected items to exchanges worldwide.

From the Oakland, CA, DC, general merchandise is distributed to stores west of the Rockies, Alaska and throughout the Pacific. The Fort Worth DC supports exchanges east of the Rockies and west of the Mississippi.

Women's, men's and children's fashion and seasonal clothing are distributed to exchanges on a worldwide basis from the **Fashion Distribution Center** (FDC) at Hq AAFES and a Fashion Distribution Activity, Fort Gillem, GA. All distribution centers are under supervision of the AAFES Distribution Region at Atlanta.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the ''open order'' or ''direct delivery'' method, the vendor ships the merchandise directly to the store in need. Conversely, the ''warehousing'' method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES Stock Assortment is determined by the vendor's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

Gifts and Gratuities

Government personnel are prohibited from accepting any gift or gratuity from any person or firm doing, or seeking to do business with the Government. The term ''gratuity'' includes entertainment, favor (such as special or direct procurement of any item, product, or service through other than a regular business outlet for AAFES employees, a member of their family, or a member of their household, whether or not payment is rendered), or anything of monetary value given to AAFES employees or a member of their family) except a bona fide gift to a family member of the donor).

Acceptance of a gift or gratuity subjects AAFES employees to disciplinary action to include separation, civil suit for recovery of the value of the gift or gratuity, and criminal prosecution.

The offering or giving of a gift or gratuity by an individual or firm (or its employees or agents) could lead to serious consequences to include termination of contracts, determination of nonresponsibility for award of contracts, suspension/debarment, civil suit for recovery of the value of the gift or gratuity and/or other damages, and criminal prosecution.

AAFES solicits your support of this important policy. Should you become aware of any indication or evidence of violation of this policy, please report it in writing to the Commander, AAFES, Dallas, TX 75266-0202, or report it via the AAFES HOTLINE, 1-800-442-6345.

AAFES Guidelines To Quality Assurance

While some retailers may rely on customer returns to indicate the quality of merchandise, AAFES has a quality assurance program to determine quality before putting the product in the stores. Merchandise may be tested before and after purchase by AAFES. A substantial amount will be visually inspected in vendor facilities or AAFES warehouses using random sampling techniques. Our aim is to prevent poor quality merchandise from entering the AAFES system.

Food Products. Most food items procured by AAFES are required to be processed in plants approved by the Department of Defense and using either their own inspection or, in certain cases, other federal inspection services, e.g., USDA. Specified items are exempt because of their low potential for disease transmission. The office of the Staff Veterinarian or the Exchange Region Food Buyer can advise if source approvals are not necessary. Delivery of food items directly to an exchange will require an inspection by the resident military food inspection unit for terms of the contract plus sanitation of the vehicle.

Non-Food Products. Laboratory testing and technical evaluations are conducted on a wide range of softline and hardline merchandise. Samples are tested, analyzed and evaluated under varied conditions to determine how well an item will perform under actual use. Such characteristics as color fastness, shrinkage, elongation, permanent press, strength, electrical performance, safety factors, etc., are tested and evaluated.

AAFES uses sampling plans extracted from Military Standard (MIL-STD) 105D, Sampling Procedures and Tables for Inspection by Attributes for visual inspection of merchandise. This standard has been approved by the Department of Defense and is widely used and accepted throughout industry.

The Acceptable Quality Levels (AQL's) used in conjunction with MIL-STD 105 Sampling Plans vary by product and price line. Ordinarily, the inspections are conducted using the normal sampling plans. Tightened inspection will be used during re-inspection of a previously failed lot or when a vendor's quality indicates a higher than normal risk to AAFES.

It is the vendor's responsibility to inspect the merchandise he offers to AAFES. Only first quality merchandise is acceptable. By regulation, AAFES cannot buy ''seconds.'' AAFES has the right to verify product quality anywhere in the pipeline; e.g., vendor's plant, AAFES warehouse or store. AAFES inspection personnel examine shipments of merchandise from the standpoint of a discriminating customer. Each sample is examined for conditions which adversely affect the appearance, serviceability, or customer acceptance of an item. Examples of conditions rendering items defective are:

Softline Merchandise—Open seams; exposed raw edges; spots or stains; material defects, such as slubs, floats, shard bars, knots, holes; badly shaded parts.

Hardline Merchandise—Mechanical or electrical malfunction or misalignment; unsightly dents, scratches, rust; poorly finished; hardware loose, missing or damaged; distorted audio or video; loose electrical connections; safety-related defects, such as sharp edges, ingestible components, or other hazardous conditions; incorrect or missing assembly instructions, owner's manual.

In addition to quality defects, nonconformances may cause an item to be unacceptable. Examples are noncompliance with AAFES Terms and Conditions, Federal laws or acts, such as:

a. Missing or incorrect Underwriter's Laboratories (UL) labels, size labels, textile care labels, fiber content labels, manufacturers or brand labels, military uniform certification labels, flame-resistant identification etc.

b. Missing or improper pre-ticketing.

c. Unauthorized substitutions or variations in quality.

Contractor liability for supplying defective or nonconforming items is detailed in the AAFES Terms and Conditions applicable to contracts and purchase orders for merchandise, supplies, and equipment purchased for AAFES.

ARMOR ALL OUTSELLS THEM ALL. COMBINED.

Armor All not only outsells the leading car wax, it outsells all waxes and polishes combined. What's more, Armor All sales alone are growing faster than the entire wax and polish category.*

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*Automotive Marketing 11/85. Wax and Polish category $175 million. Vinyl Protectant and Cleaner category $215 million, of which Armor All represents 90%. © Armor All Products 1986. Armor All is a trademark of McKesson Corp.

Army and Air Force Exchange Service

Headquarters AAFES

Command Group

Commander
MG John E. Long, USA
(214) 780-3551

Vice Commander
BG Jeffry D. Kahla, USAF
(214) 780-3631

Deputy Commander for Operations
O. John Nille
(214) 780-3663

Chief of Staff
COL Robert N. Waggener, USA
(214) 780-3731

Special Assistant for Minority Business Utilization
Lynda Hemphill
(214) 780-3571

HQ AAFES Comptroller Directorate

Comptroller
Martin R. Handel
(214) 780-2551

Deputy Comptroller
Russell English
(214) 780-2551

Chief, Accounts Payable Branch
Adolf Nussbaum
(214) 780-3161

Chief, Financial Management Branch
Frank Vitullo
(214) 780-2731

HQ AAFES Distribution Directorate

Director
COL Donald L. Woodhouse, USA
(214) 780-2261

Deputy Director
Shirley Loewy
(214) 780-2358

Chief, Traffic Management Division
LTC John Marshall, USA
(214) 780-3540

HQ AAFES Engineering Directorate

Director
COL Kenneth D. Grundborg, USA
(214) 780-2751

Deputy Director
John C. Taylor
(214) 780-3141

Chief, Consultant Services Division
Earl H. Norder
(214) 780-3541

Chief, Construction Division
Lyle B. Rowley
(214) 780-3841

Chief, Engineering Management Division
Frank J. Cinatti
(214) 780-2155

Chief, Standards & Criteria Division
Joseph L. Coggan
(214) 780-3751

HQ AAFES EEO & Appeals Office

Director
Thomas D. Reagnor
(214) 780-2607

HQ AAFES General Counsel

General Counsel
COL William M. Whitten, III, USA
(214) 780-3641

Deputy General Counsel
William F. Bronson
(214) 780-3126

HQ AAFES Management Information Directorate

Director
Aubrey E. Rembold
(214) 780-3371

Deputy Director
Samuel L. Lankford
(214) 780-3371

Chief, Systems Development Division
Theodore F. Pazur
(214) 780-2561

Chief, Computer Processing Division
William Rickatt
(214) 780-2671

Chief, Information Center Division
Dee W. Trimble
(214) 780-3110

Chief, Technical Resource & Planning Division
Raymond P. Shea
(214) 780-2151

Purchasing Directorate

Director
Frank Hardt
(214) 780-3721

Deputy Director
James E. Glisson
(214) 780-3721

Softlines Division
Chief
Fred H. Beer
(214) 780-3621

Ladieswear Section
Merchandise Manager
Robert Muhlencamp
(214) 780-2518

Senior Buyer
Jackie Waelde
(214) 780-2500
Misses, misses petite, womens coordinates; tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Buyer
Helen McMillan
(214) 780-2440
Junior dresses, suits; junior petite dresses; junior cocktail, formal and prom dresses; sleepwear

Buyer
Louise Lindell
(214) 780-2559
Petite dresses, suits; misses, halfsize dresses; misses suits, cocktail, formal and prom dresses; Junior and Misses outerwear

Buyer
Sharon Brown
(214) 780-2204
Misses separates; misses petite, tall pants

Senior Buyer
William Moeller
(214) 780-3609
Junior separates, coordinates

Buyer
Jeanette Ford
(214) 780-3921
Intimate apparel, foundations, lingerie, coordinated daywear, thermal underwear, hosiery

Assistant Buyer
Catherine Taylor
(214) 780-2558
Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer
Cheri Hemby
(214) 780-2542
Womens size separates and maternity wear

Menswear Section
Merchandising Manager
Ron Norrell
(214) 780-2163

Senior Buyer
Betty Merritt
(214) 780-2191
Fashion/active coordinates, mens and ladies skiwear and accessories

Buyer
Andrew Banks
(214) 780-2168
Mens jackets, raincoats, outerwear

Senior Buyer
Ray Gilliam
(214) 780-2789
Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer
Russell Teague
(214) 780-2190
Mens dress designer fashion C/S sport western heavyweight shirts; neckwear, designer/prestige label program

Buyer
Donald Bleeker
(214) 780-2165
Mens sweaters; basic fashion knit sport and velour shirts; golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer
Melvin Segal
(214) 780-6158
Mens walk shorts, basic fashion and designer jeans; novelty, imprinted and pro sportswear; robes, pajamas, swimwear, "big and tall" clothing

Buyer
Monte McCarter
(214) 780-2192
Mens basic fashion and thermal underwear, athletic supporters, sweat shirts and pants; basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer
Minnie Batt
(214) 780-2163
Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Childrenswear Section
Merchandise Manager
Lelia A. Ross
(214) 780-3526

Senior Buyer Supervisor
B. G. St. Romain
(214) 780-3913
Boys sizes 4–7 and 8–18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates

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Conwood Company. L.P.
Memphis, Tennessee 38101

"Grow when you're green,
For when you think you think you're ripe . . .
You rot"

John K. Kealy
Chairman of the Board
John K. Kealy Company

Every year, at our International Sales Convention, John K. Kealy reminds our sales reps to "stay green." To remain the best among many good worldwide exchange rep companies we have to work harder and be more innovative. That's why last year we sold several promotions based on our own stand alone, single vendor full color flyers. We also learned to communicate better by installing FAX MACHINES in our offices worldwide. After 40 years, we're still green . . . and growing.

KEALY K

John K. Kealy Co.
8000 Capwell Drive
Oakland, CA 94621

Phone 415 562-8836 FAX 415-635-6859

Senior Buyer Supervisor
Patricia Kirkpatrick
(214) 780-2977
Young junior sizes 6–14 coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts; girls sizes 4–6X and 7–14 coordinates, dress and all weather coats, jackets; girls sizes 4–6X snowsuits, snowpants; girls 7–14 tennis tops, shorts, ski pants and parkas; boys sizes 4–7, snowsuits, pants, snowmobiles; boys sizes 8–20 snowmobiles; ski pants, parkas; toddler boy and girl sizes 2–4 coats, snowsuits and pants, jackets, coats; infant sizes pramsuits, jackets

Buyer
June Cleveland
(214) 780-2974
Girls 4–6X and 7–14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits

Buyer
Joan Grafanini
(214) 780-2978
Boys 4–7 and 8–20 knit shirts; boys and girls sweaters, sleepwear, robes, swimwear, beach coverups; girls fashion knee-hi socks

Buyer
Martie Cieslewicz
(214) 780-2970
Newborn infant, toddler boy and girl slacks and slacks sets, jeans, crawlers and crawler sets, warmups, coverall, overalls, creepers, shirts, blouses, suits, shorts and short sets

Associate Buyer
Suzanne O'Brien
(214) 780-3909
Infant-toddler headwear, belts, accessories

Buyer
Lora Bracken
(214) 780-2971
Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads; girl and boy scouts; childrens budget jeans and knit shirts, underwear, socks, tights; girls umbrellas, leotards, tights, thermal underwear; boys belts

Assistant Buyer
Therese Garman
(214) 780-2967
Infants and toddlers, boys and girls headwear, gloves, mittens, belts, handbags, swimcaps, totes, play aprons, novelty accessories, infant and toddler dresses, diaper sets

Footwear And Small Leather Goods Section
Merchandise Manager
George Miller
(214) 780-2795

Senior Buyer Supervisor
Henry Culley
(214) 780-2798
Ladies fashion and ladies military shoes

Buyer
Mike Mikulecky
(214) 780-2799
All genders athletic shoes

Buyer
James Beverly
(214) 780-2980
Mens shoes, military shoes

Associate Buyer
Diane Davis
(214) 780-2790
All genders slippers, childrens shoes

Associate Buyer
Dolores Harris
(214) 780-3716
Small leather goods

Fashion Distributors
Tom Siddall
(214) 780-3454

Distributor Number 1
Peggy Kean
(214) 780-3725
Boyswear, except accessories

Distributor Number 2
Fred Richards
(214) 780-2408
Young juniors, girls dresses, coordinates, sleepwear; infants and toddlers sleepwear; girls off-price

Distributor Number 3
Judy Skidmore
(214) 780-2966
Infants and toddlers, except accessories and sleepwear

Distributor Number 4
Phyllis Lenard
(214) 780-3455
Girlswear, except dresses, coordinates and sleepwear; childrens accessories

Distributor Number 5
Margy Byrd
(214) 780-3806
Womens swimwear, skiwear, misses separates

Distributor Number 6
Phyllis Gammon
(214) 780-2987
Juniorwear, except outerwear and formals; maternity

Distributor Number 7
Judy Crane
(214) 780-3709
Misses dresses, suits, formals; misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8
Bobbie Smith
(214) 780-2998
Mens suits, sport coats, slacks, jeans, skiwear, tennis and designer shirts, coordinates

Distributor Number 9
Tom Siddall
(214) 780-3454
All specials

Distributor Number 10
Ruth Goad
(214) 780-2988
All ladies sleepwear; ladies and mens off-price and designer mens shirts, sweaters, jackets, swimwear, robes, hats, gloves

Jewelry, Watches
Merchandise Manager
Frank Cliverio
(214) 780-3717

Senior Buyer
Jim Williams
(214) 780-3618

Buyer
Jerry Huston
(214) 780-3714
Fine jewelry

Buyer
Donna Davis
(214) 780-2918
Costume jewelry

Distributor Number 11
Earlene Evans
(214) 780-2232
Maternity wear, lingerie, menswear

Consumables Division (PD-C)
Chief
Mike Moreland
(214) 780-3212

Retail Grocery Branch
Merchandise Manager
Frank Grippy
(214) 780-2566

Candy, Snacks Section
Senior Buyer-Supervisory
Jack Pegues
(214) 780-3215
Candy, snacks

Associate Buyer
Melva Johnson
(214) 780-2481
Candy, snacks

Purchasing Assistant
Pat Preston
(214) 780-3826
Candy, snacks

Retail Grocery Section
Senior Buyer-Supervisory
Lou Faulkner
(214) 780-3236
Juices, freeze, chill

Buyer
Ronald J. Alleva
(214) 780-3216

Associate Buyer
Kerri Johnson
(214) 780-3893

Procurement Assistant
Yvonne Preddy
(214) 780-3220
Groceries

Beverages, Tobacco, Health & Beauty Aids, Stationery Branch
Merchandise Manager
Ken Buffaloe
(214) 780-3421

Senior Buyer-Supervisory
John Omdahl
(214) 780-3969
Beverages

Buyer
Mike Frakich
(214) 780-3969
Cigarettes, tobacco, smoking accessories

Procurement Assistant
Gloria White
(214) 780-3969

Health & Beauty Aids Section
Senior Buyer-Supervisory
Fredrich Lyon
(214) 780-3656
Fragrance items, perfumes, colognes, lotions, creams, nail care, cosmetics, seasonal, toiletry gift sets, eyewear

Associate Buyer
Sherri Rose
(214) 780-3928

Buyer
Steve Kimple
(214) 780-3656
Hair care, sanitary, drugs, paper products

Buyer
Avis A. Coltrain
(214) 780-3656
Shaving, dental, soap, deodorants

Buyer
Anna Ransom
(214) 780-3656
Vitamins, foot aids, baby supplies, personal care appliances, budget toiletries

Stationery Section
Senior Buyer-Supervisory
Nelson Moyen
(214) 780-3311
Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Associate Buyer
William Eddings
(214) 780-3311

Procurement Assistant
Vo Atkins
(214) 780-3311

Buyer
Thomas Froom
(214) 780-3311
Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Hardlines Division (PD-H)
Chief
Gerald Saperstein
(214) 780-2771

Sporting Goods, Outdoor Living, Luggage, Toys
Merchandise Manager
Bill R. Sullivan
(214) 780-2520

Sporting Goods & Outdoor Living Unit
Senior Buyer
Roland Faucher
(214) 780-3256
Sporting goods, exercise, tennis, racquetball

Buyer
John Engroff
(214) 780-2585
Fishing, pool chemicals, acquatic, hunting

Buyer
Gary Tunnell
(214) 780-3237
Outdoor living, garden products

Toys and Luggage Unit
Senior Buyer-Supervisory
William C. Howk
(214) 780-2582

Buyer
Joyce Marrow
(214) 780-2582
Toys

Buyer
Ed Trevino
(214) 780-2582
Toys

Buyer
William Hodges
(214) 780-2583
Bicycles, hobbies

Buyer
John Akridge
(214) 780-3065
Luggage

Linens/Domestics, Sewing, Decorator Shoppes, Furniture, Housewares, Electric/Non-Electric, Giftware
Merchandise Manager
Betty Williams
(214) 780-3251

Linens/Domestics, Sewing, Decorator Shoppes, Furniture Unit
Senior Buyer
James Howard
(214) 780-3267
KD furniture

Buyer
Denise Chianese
(214) 780-3517
Linens

Buyer
Jere Cox
(214) 780-3518
Domestics

Buyer
Jean Ailison
(214) 780-3269
Fabrics, notions, sewing machines

Associate Buyer
Carol Bickford
(214) 780-3269
Fabrics

Buyer
Marta Boggio
(214) 780-3524
Furniture

Buyer
Calvin Baumann
(214) 780-2134
Juvenile furniture

Housewares, Electric/Non-Electric, Giftware Unit
Senior Buyer
Sonny James
(214) 780-2646
Major appliances

Buyer
Sam Russell
(214) 780-3793
Small appliances

Buyer
Richard Hausler
(214) 780-3257

Merchandise Manager
Buyer
Ole Hill
(214) 780-3268
Giftware

Associate Buyer
Mark Roessler
(214) 780-3970
Giftware

Associate Buyer
Nancy Smith
(214) 780-2111

Audio/Photo
Chief
Herb Prins
(214) 780-2111

Photo And Optical Section
Senior Buyer-Supervisory
Billy Wade
(214) 780-3623
U.S. cameras/film

Buyer
Herb Lai
(214) 780-2330
Import cameras and direct access

Buyer
John T. Hall
(214) 780-3978
Photo finishing, accessories

Associate Buyer
Kem Weir
(214) 780-3977
Optical

Audio Section
Senior Buyer-Supervisory
Don Sydlik
(214) 780-2596
Recording tape/components

Buyer
Bob Munsey
(214) 780-3975
Video, music systems, cassette decks, VCRs, TVs and compact discs

Buyer
Mike Cooper
(214) 780-2319
Car stereos, TV games, home computers, accessories, musical instruments

Associate Buyer
Alex Mackenzie
(214) 780-2596

Automotive/Hardware/Cleaning & Pet Supplies Branch (PD-H)
Merchandise Manager
Gene A. Jones
(214) 780-6372

Automotive Unit
Senior Buyer/Supervisory
William J. Butterweck
(214) 780-3318
Parts peculiar

Buyer
Donald C. Ruff, C.P.M.
(214) 780-3022
Chemicals, additives, accessories

Buyer
Steven K. Twaddle, C.P.M.
(214) 780-3316
Tires, batteries, parts common

Associate Buyer
Hannelore Lenz
(214) 780-3971

Hardware/Cleaning & Pet Supplies
Senior Buyer/Supervisory
D. Michael McClain, C.P.M.
(214) 780-2135
Hardware, pet supplies

Buyer
Antonio P. Spencer
(214) 780-3968
Cleaning supplies

Associate Buyer
Patrick Hilz
(214) 780-3201

Associate Buyer
Barbara Loiselle
(214) 780-2353

Military Clothing Branch (MR-U)
Chief
William Schultz
(214) 780-2601

Assistant Chief
LTC Lawrence Mueller, USA
(214) 780-2994

Merchandise Manager (Army)
Michael Thelen
(214) 780-2994

Senior Buyer (Army)
Tom Hollingsworth
(214) 780-3089

Merchandise Manager (Air Force)
Harold Maudel
(214) 780-2990

Senior Buyer (Air Force)
Carol Williams
(214) 780-3208

Quality Assurance Division
Chief PD-Q
COL Thomas M. Harper, USA
(214) 780-2711

Deputy Director
Joseph Werres
(214) 780-2711

Inspection Branch (PD-Q-I)
Chief
Berge Krikorian
(214) 780-6375

Western Inspection Section
Supervisor
Willie Buster
(415) 466-2763

Central Inspection
Supervisor
Bob Williams
(214) 780-3431

Eastern Inspection Section
Supervisor
Verla Shell
(404) 363-5862

Testing & Analysis Branch (QA-T)
Chief
Joseph A. Werres
(214) 780-3435

Support Procurement Division (PD-S)
Chief
Ernest Kodama
(214) 780-3561

Special Contracts Branch (PD-SS)
Chief
Rod Constant
(214) 780-3430

Expense Branch (PD-SE)
Chief
Karl W. Knutson
(214) 780-3171

Equipment & Construction Materials Section
Supervisory Contract Specialist
Del Wimberly
(214) 780-2687

Computers, Equipment
Contract Specialist Supervisor
Richard Rabb
(214) 780-2872
Computers/Software/VDT Disk Drives

Contract Specialist
Scott Burchardt
(214) 780-6174
Sprinkler Systems, Fire & Burglar Alarm Systems, Surveillance Systems, Telephones/Modems/Telecopiers, Reproduction/Phototypeset/Microfilm/Typewriters/Collators, Musical/PA Systems/Audio Video

Contract Specialist
Becky Foster
(214) 780-2864
Walk-In Boxes, Stainless Steel Counter Lines

Contract Specialist
Mary Jane Williams
(214) 780-3857
Reach-In Boxes

Purchasing Agent
Shirley Jestis
(214) 780-3856
All plant and institution food equipment, Food scales

Purchasing Agent
Linda Allen
(214) 780-3855
Food equipment spare parts

Purchasing Agent
Paula Brewer
(214) 780-3050
Adding machines, Time recorders/clocks, etc

Purchasing Agent
Theresa Vinson
(214) 780-6165
Lubricants (Sanitary/Oven)

Equipment Warehouse/Automotive
Contract Specialist Supervisor
Alicia LaMont
(214) 780-2863

Contract Specialist
Esther Smith
(214) 780-3858
MHE (Powered & Non-Powered), Vehicles (Trailers, dollies, etc./related accessories)

Contract Specialist
Peggy Gamblin
(214) 780-3853
Store fixtures/racks/shelving/props/cassette holders/accessories/trash receptacles/benches/planters, Kiosks

Contract Specialist
Barbara Miller
(214) 780-3859
Wraps (incl stretch wrap), compactors, conveyor systems, shelving, lights, levelors, air curtains, ramps

Contract Specialist
Merle Brockington
(214) 780-3854
Store fixtures/racks/shelving/props/cassette holders/accessories/trash receptacles/benches/planters

Purchasing Agent
Evelyn Taggart
(214) 780-2862
Tools, Auto parts, equipment, manuals, lubricants, Spray paint equipment, Gasoline dispensers

Purchasing Agent
Gale Smith
(214) 780-2867
Sales aids (hangers, pantie santie)

Purchasing Agent
Beverly Turner
(214) 780-2694
Strapping seals/packaging tape/twine, Ground maintenance equipment, Signs, All scales (except food), Special orders, incl. concessionaires, plant equipment, supplies, etc. (auto, photo, all), concessionaire equipment, trays (shipping, metal/plastic)

Purchasing Agent
Betty Layton
(214) 780-3041
Gloves, masks, eye wash station, fire extinguishers

Printer/Construction Supplies
Contract Specialist Supervisor
Carl Silber
(214) 780-2871
Photographic equipment

Contract Specialist
Ethel McConduit
(214) 780-2689
Photographic equipment, catalog, service awards plaques, gift wrap

Contract Specialist
Pam Thompson
(214) 780-3983
Mail room (except scales), furniture (drapes, blinds, etc.), heating/refrigeration/air conditioning (HVAC) (new and replacement), bulletin boards

Contract Specialist
Jackie Rhoades
(214) 780-3173
Miscellaneous printing, promotional materials, decor kits

Contract Specialist
Ed Wilkinson
(214) 780-2692
Coin changers, vending equipment, washers & dryers, laboratory testing equipment, motion picture equipment (except food), Video movies/music tapes, uniforms/Santa Claus suits

Purchasing Agent
Barbara Phillips
(214) 780-2702
Building materials, cleaning equipment/supplies (janitorial), sporting equipment, smoking items

Purchasing Agent
Lou Van Zandt
(214) 780-3170
Coin/cash handling, key making, ribbons, folders/binders, calendars/document frames, pens/pencils/etc., graphic arts supplies, name tags, training materials

Purchasing Agent
Barbara Brinick
(214) 780-2869
Building materials

Institutional Food & Expendable Supplies Section
Supervisory Contract Specialist
Jack Leavitt
(214) 780-3226

Expendable Supplies
Contract Specialist Supervisor
Rod Breland
(214) 780-2868

Contract Specialist
Phyllis Wright
(214) 780-3174
Nonplastic bags, paper/kraft/meat/tissues, plastic bags, film, sandwich wrap

Contract Specialist
Pat Adkins
(214) 780-2701
Plastic cutlery, Nonplastic boxes, circles, Printing detail tape/paper rolls, twist ties, corrugated boxes/gift boxes, jiffy bags, pricing/senso tickets

Purchasing Agent
Glenda Hume
(214) 780-2866
Filters (coffee/fat), paper/kraft/meat/tissues, envelopes, forms/specialty labels, computer paper, printing/xerographic paper, manifold paper, food prep labels, glue/staples/test kits

Purchasing Agent
Jeanette Nix
(214) 780-2693
Nonplastic cups/containers, boxes, cartons, straws, trays (except shipping)

Dry Food
Contract Specialist Supervisor
Bill Russell
(214) 780-3175
Bakery-raw materials, Dairy-raw materials, Canned goods-meat, vegetables, soups

Contract Specialist
Ken Warden
(214) 780-3228

Contract Specialist
Sharon Hoerter
(214) 780-3891

Freeze/Chill
Contract Specialist Supervisor
Jimmie Anderson
(214) 780-2839
Frozen/chilled food-popcorn, crackers, syrup toppings, beverage/juice, nuts, snack items, meat/poultry/fish, dairy products, pastries, entrees, ice cream plant raw materials, Baskin-Robbins fountain products, Baskin-Robbins ice cream, Branded post mix syrups

Purchasing Assistant
Betty Redd
(214) 780-3229

Franchise Supply
Contract Specialist Supervisor
Jack Leavitt
(214) 780-3226

Contract Specialist
JoAnn Whitlock
(214) 780-3214
Burger King, Rousch, Weight Watchers, Pizza, Chix, Ment

Contract Specialist
Terry Moore
(214) 780-3969

Purchasing Agent
Joy Price
(214) 780-3615
Burger King, Baskin-Robbins, MWR Club Support

HQ AAFES Marketing Directorate

Director
Ron Wulff
(214) 780-3351

Deputy Director
Dan Sauter
(214) 780-3351

Catalog Sales Division (MK-C)
Chief
Rex C. Keely, Sr.
(214) 780-3333

Store Planning Division (MK-P)
Chief
O. James, Jr.
(214) 780-2651

Research and Analysis Division (MK-R)
Chief
COL William H. Miner, USA
(214) 780-3373

Market Research Branch (MK-R/R)
Chief
Andrew Jones
(214) 780-3470

Sales Division (MK-S)
Chief
Edmond S. Fitzgerald
(214) 780-6327

Food Branch (MK-S/F)
Chief
Henry J. Fournier
(214) 780-2661

Burger King and Franchise Section (MK-S/F[B])
Chief, Operations
Philip Latos
(214) 780-3423

Sales Branch (MK-S/S)
Chief
Charles Poffenbarger
(214) 780-2259

Motion Picture Section (MK-S/S[M])
Chief
W. Roger Wood
(214) 780-2845

Retail Section (MK-S/S[R])
Chief
Russ Struyk
(214) 780-3393

Services Section (MK-S/S[S])
Chief
James Baker
(214) 780-3453

Automotive Unit (MK-S/S[A])
Chief
Richard Malone
(214) 780-2115

Sales Promotion Branch (MK-S/P)
Chief
John A. Hanson
(214) 780-2985

CONUS Exchange Regions Chiefs & Area Exchanges General Mangers

Alamo Exchange Region
Army and Air Force Exchange Service
5315 Summit Parkway
San Antonio, TX 78228
(512) 647-2800

Office of the Chief

Chief
Carl R. Gaines
(512) 647-2801/2802/2803

Chief, Finance & Accounting Branch
James W. Oxford
(512) 647-2853/2854

Accounts Payable Section
Arnold Vandewarker
(512) 647-2848

Chief, Merchandising Branch
Ronnie L. Olsen
(512) 647-2820/2821

Assistant Chief, Merchandising Branch
Kenneth W. Crocket
(512) 647-2823

Merchandise Control Section
Erika Sherrod
(512) 647-2829

Sales Planning Section
Isabel Ratledge
(512) 647-2825

Sales & Merchandising Specialists

Buyer
Lynn Hubin
(512) 647-2837/2838/2839
Mens-, womens-, childrenswear, military, footwear, domestics, sewing notions, home furnishings, outdoor living, DPSC merchandise, photo, optical, decorator shops

Buyer
Charles Arndt
(512) 647-2835/2844
Recorded sound, home entertainment, toys, games, hobbies, home improvement, luggage, housewares, cookware, sporting goods, autemotive, stationery, giftware, automotive, gasoline

Buyer
Charles Arndt
(512) 647-2831/2833/2836
Food, expense, grocery, equipment, tobacco, drugs

Chief, Contracting Office
Howard Horstmann
(512) 647-2873/2874
Concession, vending, support services, construction

CENTRAL TEXAS AREA
Building 213
Fort Hood, TX 76544
General Manager
James Savers
(817) 532-2090

SOUTH TEXAS AREA
Building 2101
Lackland AFB, TX 78236
General Manager
Robert Gaskill
(512) 674-5140

SOUTHWEST AREA
Building 11178
Biggs Field, TX 79908
General Manager
Ben Davis
(915) 562-8851

RED RIVER AREA
Building 5345
Barksdale AFB, LA 71110
General Manager
Luis Merced
(318) 226-5512

Capitol Exchange Region
Army & Air Force Exchange Service
Cameron Station, Building 6
Alexandria, VA 22314
(703) 751-2000

Office of the Chief

Chief
Elwood Sanders
(703) 751-2000/x221

Deputy Chief
Danny McDaniel
(703) 274-2000/x223

Finance & Accounting Branch

Chief
Carlos Castro
(703) 274-2000/x211

Contracting Branch

Chief
William Jones
(703) 274-2000/x300

Merchandising Branch

Chief
George Keppler
(703) 274-2000/x260

Assistant Chief
C. K. Bowers (703) 274-2000/x261

Sales & Merchandising Specialists

Buyer
Philip Fox
(703) 274-2000/x280
Food (retail & institutional)

Buyer
Pat Talley
(703) 274-2000/x287
Tobacco, toiletries, stationery

Buyer
Rick Viscione
(703) 274-2000/x247
Hardware, housewares, automotive, supplies expense & equipment

Buyer
David Gow
(703) 274-2000/x251
Military, jewelry, clothing, shoes, linen, domestic, sewing

Buyer
Doris Payne
(703) 274-2000/x231
Photo, electronics

The Success Of A Commitment Is Measured By Its Support

As a leader and manufacturer of ethnic hair care products, Soft Sheen would like to give special recognition to mass merchandisers and drug store chains who have been responsive to the needs of the Black consumer.

In the beginning, only salon owners and small neighborhood establishments in the communities sold Soft Sheen Hair & Scalp Conditioner and Miss Cool Five Minute Fast Set. But today, because of the insight and conscientious efforts of leading mass merchandisers and drug store chains who opened their door to Soft Sheen Products, the needs of Black consumers are being met everywhere. As Soft Sheen fulfilled its commitment to provide quality products for the Black consumer, more and more large discount chain and drug stores responded with pledges of support to market those products. We recognize and salute the commitment of these mass merchandisers.

Soft Sheen Products, Inc., makers of Care Free Curl, Care Free Curl Lite, Miss Cool, Sportin' Waves Total Grooming & Conditioning System and Soft Sheen Products.

SOFT SHEEN Cocoa Creme
SOFT SHEEN Hair and Scalp Conditioner
SOFT SHEEN CHOLESTEROL CONDITIONER
QHO
5
NEW! Lite Conditioning Shampoo
Lite Moisturizer
SOFT SHEEN CARE FREE CURL
CARE FREE CURL
NEW! SNAP BACK Curl Restorer
Sportin Waves

Soft Sheen acknowledges the commitment of mass merchandisers and drug store chains in this mutual effort.

Soft Sheen Products, Inc. 1000 E. 87th Street Chicago, IL 60619 / (800) 621-6143 In Chicago call 978-0700.

MID-ATLANTIC AREA
Building 5343
Fort Dix, NJ 08640
General Manager
Wilbur Leach
(609) 723-7191

NEW ENGLAND AREA
Building 225
Hanscom AFB, MA 01433
General Manager
Frederick Richards
(617) 772-0428

TIDEWATER AREA
Building 669
Langley AFB, VA 23665
General Manager
Bonnie Duffy
(804) 851-6671

WASHINGTON AREA
Building 6
Cameron Station
Alexandria, VA 22314
General Manager
Jeffrey Correll
(703) 370-4700

AZORES AREA
Building T800
Lajes Field
APO New York 09406
General Manager
Don Emmons

Golden Gate Exchange Region
Mail/Parcel Post only:
Army & Air Force Exchange Service
P.O. Box 3553
San Francisco, CA 94119

Location address:
775 Sansome Street
San Francisco, CA 94111
(415) 556-6294

Office of the Chief
Chief
Robert Bohn
(415) 556-3400

Deputy Chief
Bernie Gillett
(415) 556-3402

Finance & Accounting Branch
Chief
Tom Leach
(415) 556-0177/0178

Contracting Office
Chief
J. R. Thomas
(415) 556-0350

Merchandising Branch
Chief
D. Godfrey
(415) 556-8297

Assistant Chief
K. Forsyth
(415) 556-8298

Sales & Merchandising Specialists
Buyer
Oskar Hoessl
(415) 556-6676/6677
Food, expense items

Buyer
Douglas Houn
(415) 556-7453/7454
Toiletries, tobacco products

Buyer
Richard Nash
(415) 556-6582/6583
Military clothing

Assistant Buyer
Vacant
(415) 556-6582/6583
Childrenswear, jewelry, linens & domestics, ladieswear

Buyer
Vacant
(415) 556-6582/6583
Menswear & shoes

Buyer
Matt Dromy
(415) 556-8555/8465
Housewares, luggage, outdoor living, toys, sporting goods

Buyer
Linwood King
(415) 556-8555/8465
Electronics, photo/optical

Buyer
John Gustafson
(415) 556-8555/8465
Automotive

Buyer
Janet Dewey
(415) 556-3311/8556
Stationery

ARIZONA AREA
Building 1313
Davis-Monthan AFB, AZ 85708
General Manager
Donald Smith
(602) 748-8122

CENTRAL CALIFORNIA AREA
Building 2861
Fort Ord, CA 93941
General Manager
Claude Hill
(408) 899-3281

NORTHWEST AREA
Building T-2140
Fort Lewis, WA 98433
General Manager
Andrew J. Ruffo
(206) 964-5124

SOUTHERN CALIFORNIA AREA
Building 58
Norton AFB, CA 92409
General Manager
James Hensley
(714) 884-6301

ALASKA AREA
Building 31-270
Pouch 6-550
Fort Richardson, AK 99502
General Manager
L. K. Blickenderfer
(907) 753-4113

Ohio Valley Exchange Region
Army & Air Force Exchange Service
Building 2501, Gate 1
Indiana Army Ammunition Plant
Charlestown, IN 47111
(812) 283-1600

Office of the Chief
Chief
Harold C. Rayborn
(812) 283-1801

Deputy Chief
Bob G. Maddin
(812) 283-1803

Merchandising Branch
Chief
Wade Sadler
(812) 283-1845

Assistant Chief/Supervisor, Merchandising Control Branch
James Whittier
(812) 283-1626

Sales Planning Section
Sales Information Specialist
Paul Belinotti
(812) 283-1843

Buyer
Gene Keel
(812) 283-1646
Retail food, juices, beer & sodas, tobacco products

Buyer
Gene Keel
(812) 283-1646
Health & beauty aids, stationery, greeting cards, and expense

Buyer
Thomas Cobb
(812) 283-1646
Institutional food and expense

Buyer
Brian McFawn
(812) 283-1611
Mens-, childrens-, ladieswear, shoes

Assistant Buyer
Jo Blansfield
(812) 283-1611
Military, jewelry, linens & domestics

Buyer
Randy Clark
(812) 283-1635
Automotive, housewares, cleaning supplies, furniture

Buyer
Brian McFawn
(812) 283-1635
Sporting goods, photo/optical, toys, home entertainment

CENTRAL AREA
Building 1832
Fort Leonard Wood, MO 65473
General Manager
Frank DiMartino
(314) 368-2161

GREAT LAKES AREA
Building 136
Chanute AFB, IL 61868
General Manager
Ruth E. Pierce
(906) 346-9216

MIDWEST AREA
Building 89
Wright-Patterson AFB, OH 45433
General Manager
Roger A. Perez
(513) 879-2105

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The former prescription best-seller now the #1 pharmacist-recommended long-acting OTC cold product!

'A AND D'
Reg. TM

Now the #2 ointment in the diaper rash market!

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The #1 recommended antifungal for Athlete's Foot, Jock Itch and Body Ringworm!

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Cold relief favorites and strong sellers for over 30 years!

DRIXORAL
ANTIHISTAMINE/NASAL DECONGESTANT
12 hour relief
Temporarily relieves nasal congestion due to the common cold and associated with sinusitis. Alleviates running nose and sneezing due to hay fever.
10 SUSTAINED-ACTION TABLETS
NDC-0085-0096-01
A and D OINTMENT
White
Widely recommended by doctors, nurses and hospitals
Fast, soothing relief for
DIAPER RASH
CHAFED SKIN
ABRASIONS
MINOR BURNS
NET WT. 1 1/2 OUNCES (42.5g)
Coricidin. TABLETS
For cold and flu symptoms
24 TABLETS
Coricidin 'D'. DECONGESTANT TABLETS
For congested cold, flu, and sinus symptoms
24 TABLETS
NDC-0085-0254
Tinactin
Antifungal Powder
AEROSOL
Kills JOCK ITCH and ATHLETE'S FOOT Fungi
Soothing. Does not stain
Net Wt. 100 Grams (3.5 ounces)
KILLS ATHLETE'S FOOT and JOCK ITCH FUNGI
Relieves burning and itching
Proven effective in clinical tests
Non-irritating, odorless, greaseless
Tinactin
ANTIFUNGAL
MAXIMUM STRENGTH
Chlor-Trimeton 12 mg
chlorpheniramine maleate
ANTIHISTAMINE
Timed-Release Allergy Tablets
For temporary relief of hay fever symptoms: sneezing, running nose, itching of the nose or throat, and itchy, watery eyes
12 hour relief
12 TABLETS
Number One in physician and pharmacist recommendations
Afrin
NASAL SPRAY
oxymetazoline hydrochloride 0.05%
THE FIRST NASAL DECONGESTANT FOR UP TO 12 HOUR RELIEF
1/2 FL OZ (15 ml)

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The #1 nasal spray in both sales and recommendations.

Schering OTC pharmaceuticals. Leaders in quality, performance and acceptance. Without them, your shelves are empty…with them, your shelves empty quicker. Order today.

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Represented by: SARVIS 8130 Baymeadows Way West, Suite 300, Jacksonville, Florida 32216. 904-731-8000

NORTH CENTRAL AREA
Building 64
Offutt AFB, NE 68113
General Manager
Dennis Daniel
(402) 291-9504

ROCKY MOUNTAIN AREA
Building 1817
Fort Carson, CO 80913
General Manager
Michael Beverly
(303) 576-6697

Southeast Exchange Region

Army & Air Force Exchange Service
1280 Kershaw Street
Montgomery, AL 36196
(205) 264-7301

Office of the Chief

Chief
Paul Fromm
(205) 264-7301

Deputy Chief
Roger Dicks
(205) 264-7301/x200/x201

Chief, Finance & Accounting Branch
Graham Backman
(205) 264-7301/x235

Assistant Chief, Finance & Accounting Branch
(205) 264-7301/x282

Merchandising Branch

Chief
Robert Cook
(205) 264-7301/x341

Assistant Chief
Marilyn Ramseyer
(205) 264-7301/x339

Sales Information Specialist (Sales Planning)
Terry Blakely
(205) 264-7301/x221/222

Buyer
Cheryl Grubb
(205) 264-7301/x228
Tobacco, equipment

Buyer
Cheryl Grubb
(205) 264-7301/x363
Candy, expense, food

Buyer
Cheryl Grubb
(205) 264-7301/x206
Toiletries, stationery

Buyer
Lee Small
(205) 264-7301/x237
Clothing & military

Buyer
Lee Small
(205) 264-7301/x309
Sewing, linens & domestics

Buyer
Lee Small
(205) 264-7301/x271
Housewares, hardware, automotive

Buyer
Lee Small
(205) 264-7301/x330/x332
Photo/electronics

Buyer
Lee Small
(205) 264-7301/x242
Sporting goods, games, toys

PIEDMONT AREA
Building 2369
Fort Jackson, SC 29207
General Manager
Thomas Harrod
(803) 782-5103

FLORIDA AREA
Building 18
MacDill AFB, FL 33608
General Manager
Michael Bixby
(813) 840-2143

GULF COAST AREA
Building 8
Eglin AFB, FL 32542
General Manager
Marion Cockrell
(904) 678-1555

WEST GEORGIA AREA
Building 2396
Fort Benning, GA 31995
General Manager
Alexander Swingle
(404) 682-0360

PANAMA AREA
Building 868
Albrook AFS
APO Miami 34009
General Manager
Ralph Carreon
(313) 287-3465

AAFES Distribution Region

Office:
Army & Air Force Exchange Service
Building 505
Fort Gillem, GA 30051

Mail:
P.O. Drawer W-W
Forest Park, GA 30051
(404) 363-5000

Office of the Chief

Chief
Rosalie LaFleur
(404) 363-5902

Deputy Chief
Thompson Foy
(404) 363-5902

Chief, Inventory Control Branch
Frederick Sidler
(404) 363-5906

Contracting Section
Wade Raczynski
(404) 363-5932

Chief, Finance & Accounting Branch
Charles Dumas
(404) 363-5787

Chief, Transportation Branch
James McCoy
(404) 363-5733

Chief, Plans & Management
Charles Wiesneth
(404) 363-5512

Chief, Special Distribution Activity
James Shoemaker
(404) 363-5764

AAFES-Europe

Mailing Address:
Headquarters
AAFES-Europe
APO New York 09245

Location:
McGraw Kaserne
Building 7
Tegernsee Landstr. 210
8000 Munich 90
West Germany
Commercial Telephone:
Munich 089-6220 (+ extension)

Commander
BG Eugene B. Leedy, USA
x201

Deputy Commander
Col Donald E. Gilbert, USAF
x203

Assistant to the Commander
Donald E. Pontius
x205

Chief of Staff
Col Joseph W. Fischer, USAF
x208

Executive Officer
Capt Janice G. Long, USAF
x255

Senior Enlisted Advisor
SGM Larry E. Rogers, USA
x290

Quality Assurance Office

Chief
Richard Ziegler
x286

Quality Assurance Specialist—Technical
Betty Price
x286

Quality Assurance Specialist—Inspection
Joel Kelso
x286

Purchasing Division

Director
Richard A. Hamilton
x401

Merchandise Management—Unit A
Supervisory Merchandise Manager
Thomas Hollingsworth
Linens, men's clothing
x414

Buyer
Etha Deason
Misses' clothing, girls' wear, infants' wear
x416

Eurpo Merchandise Management—Unit B
Senior Buyer (SPVY)
Guy Ormiston
Tobacco, retail food, beverages
x483

Buyer
Dean Weiler
Men's wear, boys' wear, linens, domestics military
x475

Eurpo Merchandise Manager
Charles McDonald
Electronics (Depts 8, 9)
x445

Buyer
Laura Bessom
Jewelry, watches, clocks, small leather goods, footwear, fashion accessories, cosmetics
x448

Procurement Branch
Senior Buyer (SPVY)
Glenn Stotz
Sporting goods, camping, catalog
x448
x488

Buyer
Robert Nevins
Cost food, expense, equipment, club/concessions, repair stations, support, vehicles
x489

Buyer
Melvin Asuncion
Giftware, appliances, furniture, housewares, glassware, china, luggage
x487

Military Clothing Branch
Chief
David Lumbley
x429

Sales Management Branch
Chief
Jim Brown
x723

Merchandise Support Branch
Chief
Neal Burns
x404

Sports Shop
Associate Buyer
Ray Downs
Bicycles, ski equipment, accessories
x491

Associate Buyer
Kristina Kalmar
Men's, ladies', children's athletic clothing
x491

Services Division

Director
Col George W. Goetz, USAF
x726

Automotive Branch
Chief
John Mazzarino
x762

Chief, Automotive Technical Assistance & Training Facility
Manfred Mandel
x768

Chief, Automotive Merchandising
William Munn
x520

Food Branch
Chief
Henry Geylin
x747

Burger King Operations
Tito Villanueva
x749

School Feeding Specialist
Horst Holthausen
x776

Food Specialist
Leslie Whitlock
x778

Food Specialist (Burger King)
Hans Hacker
x750

Motion Picture Service Branch
Chief
Anthony Scanapico
x442

Operations Specialist
Per Jensen
x450

Booking Specialist
Paul Pitcher
x460

Operations Specialist
Karen Hanlin
x450

Personal Services/Vending Branch
Chief
David Mason
x752/x753

Vending Services Specialist
Dennis Keating
x752/x753

Personal Services Specialist
Paul Westbrook
x397

Personal Services Specialist
Gary Jones
x399

Procurement Division

Director
LTC Jeffrey Van Hook, USA
x653

Deputy Director
Jimmy Boyette
x656

Responsibilities are now split between AAFES-EUR-PD, which has responsibility for inventory/management of CONUS items plus offshore food/expense and (Euorpean Field Office), which has responsibility for procurement of offshore items.

EFO buyer assignments are:

Chief, EFO	Joseph De Rossi
Menswear, boyswear, linens, domestics, military	Dean Weller, Buyer
Men's, ladies', children's athletic clothing	Kris Kalmar, Associate Buyer
Misses' clothing, girlswear, infantswear	Etha Deason, Buyer
Junior clothing	(Position Vacant), Assistant Buyer
Jewelry, watches, clocks, small leather goods, footwear, fashion accessories, cosmetics	Laura Bessom, Buyer
Sporting goods, camping, catalog	Glenn Stotz, Senior Buyer & Acting Chief in Absence of Chief, EFO
Giftware, housewares, galssware, china, appliances, furniture, luggage	Mel Asuncion, Buyer
Toys, decorations, electronics, photo, smoking accessories	Will Nilsson, Asst. Buyer
Bicycles, ski equip., accessories	Ray Downs, Associate Buyer

AAFES-EUR-PD assignments are:

Director/PD	Richard A. Hamilton
Deputy Director/PD	LTC Jeffrey Van Hook
All retail departments	Guy Ormiston, Supvsy. Mdse. Spec.
Depts. 8/9	Charles McDonald, Mdse. Spec.
All Depts. Requirements	Cornelius N. Burns, Inv. Control Spec.
Depts. 1, 2, 3, 5, 6, 7	Hans Holzhammer, Mdse. Spec.
Food & Expense	Robert Nevins, Buyer

Policy & Procedures Branch
Chief
Charles Lamoreaux
x655

Procurement Analyst
Jeanne Crispo
x655

Contract Specialist
Larry Bilby
x655

Contracting Branch
Contract Specialist
Richard Erickson
x472

Contract Specialist
Wilhelm Plapper
x474

Contract Specialist
Eric Strahl
x409

Contract Specialist
Ida Bezenar
x494

Public Affairs Office

Chief, Information Service
Mark Besich, USAF CPT
x280

AAFES-Europe Area Exchanges & General Managers

FRANKFURT AREA
APO New York 09757
Location:
Sprendlinger Landstrasse 226
6050 Offenbach/Main
Federal Rep. of Germany
General Manager
Dennis Jones
Commercial Telephone:
(0611) 8308-242

KAISERSLAUTERN AREA
APO New York 09227
Location:
Postfach 2140 (Muehlstr. 63)
6750 Kaiserslautern
Federal Rep. of Germany
General Manager
Harry Marshall
Commercial Telephone:
(0631) 73081 x12

NUERNBERG AREA
APO New York 09696
Location:
Schliessfach 157
8510 Fuerth/Bayern
Federal Rep. of Germany
General Manager
Clayton Easter
Commercial Telephone:
(0911) 714310

SPANGDAHLEM AREA
APO New York 09123
Location:
Building 148
5561 Spangdahlem Flugplatz/Post Wittlich
Federal Rep. of Germany
General Manager
Joel R. Sontag
Commercial Telephone:
(06562) 62-34

STUTTGART AREA
APO New York 09143
Location:
Burgholzhof, PX Geb. 132
Postfach 50 03 60
7000 Stuttgart 50
Federal Rep. of Germany
General Manager
Nellis Headrick
Commercial Telephone:
(0711) 812867

ITALY AREA
APO New York 09168
Location:
Casella Postale No. 503
36100 Vicenza, Italy
General Manager
Clarence Rohrer
Commercial Telephone:
(0039-444) 500379

SPAIN AREA
APO New York 09283
Location:
Apartado de Coreos 57
Torrejon de Ardoz
Madrid, Spain
General Manager
Richard O'Meara
Commercial Telephone:
(0034-1) 6769012

UNITED KINGDOM AREA
APO New York 09129
Location:
RAF Station
Feltwell, Norfolk 1P26 4HL
England
General Manager
Egar von Trotha
Commercial Telephone:
(0044-842) 828444-24

GREECE AREA
APO New York 09253
Location:
5 Konstantinoupoleos St.
Poste Restante
Argyroupolis
Athens, Greece
General Manager
Leo F. Provinsky
Commercial Telephone:
(0030-1) 9928-431

TURKEY AREA
APO New York 09118
Location:
P.K. 519
Izmir, Turkey
General Manager
Robert A. Summerlin
Commercial Telephone:
(0090-51) 133959

Depots

European Distribution Group
APO New York 09143
Commander (Giessen)
(0641) 42011/42019

Gruenstadt Depot
APO New York 09227
Commander
(06359) 2061 x36

AAFES-Pacific

Headquarters
AAFES-Pacific
919 Ala Moana Blvd.
Honolulu, HI 96814
Commercial Telephone:
(808) 533-8212

Commander
Col John E. Emmons, USAF
(808) 533-8212

Director, Operations Division
Rodney Pollard
(808) 533-8215

Chief, Distribution Branch
Jack Allen
(808) 533-8378

HAWAII AREA
919 Ala Moana Boulevard
Honolulu, HI 96814
General Manager
Robert Malinowski
(808) 533-8393

OKINAWA AREA
APO San Francisco 96344
Location:
Bldg. 399
Camp Lester
Okinawa, Japan
General Manager
Albert Jones
Commercial Telephone:
Okinawa City 25111
(Ask for 634-0073)

JAPAN AREA
APO San Francisco 96328
Location:
Building 4018
Yokota Air Base
Tokyo, Japan
General Manager
Leo Gota
Commercial Telephone:
Tokyo 52-2511 x3725

PHILIPPINES AREA
APO San Francisco 96431
Location:
Clark Air Base
Rep. of the Philippines
General Manager
Frederick Smouse
Commercial Telephone:
4609-412131
(Manila only: 8-41231)

GUAM AREA
APO San Francisco 96351
Location:
Building 21000
Andersen Air Force Base
Guam
General Manager
Byran DeMoss
Commercial Telephone:
366-9164

KOREA AREA
APO San Francisco 96301
Location:
Far East District
Engineer Compound
Seoul, Korea
General Manager
Mike Cunningham
Commercial Telephone:
291-7435

AAFES Exchange Coupon Redemptions—FY85

CONUS

CONUS Region	Number	% of CONUS	% of Worldwide	$ Value	% of CONUS	% of Worldwide
Alamo	511,470	12.39	11.10	281,868	12.44	11.32
Southeast	1,056,445	25.59	22.92	417,758	18.44	16.78
Capitol	1,026,829	24.87	22.28	650,388	28.70	26.12
Golden Gate	496,206	12.02	10.77	272,196	12.01	10.93
Ohio Valley	1,037,364	25.13	22.50	643,705	28.41	25.85
CONUS Totals	**4,128,314**	**100.00%**	**89.58%**	**$2,265,915**	**100.00%**	**91.00%**

Overseas

Overseas Region	Number	% of Overseas	% of Worldwide	$ Value	% of Overseas	% of Worldwide
Europe	196,644	40.94	4.27	80,243	35.82	3.22
Pacific	283,721	59.06	6.16	143,775	64.18	5.78
Overseas Totals	**480,365**	**100.00%**	**10.42%**	**$224,018**	**100.00%**	**9.00%**
Worldwide Totals	**4,608,679**			**$2,489,933**		

AAFES
CLASSIFICATION OF SALES BY RETAIL DEPARTMENT AVERAGES FOR CONUS MAIN STORES
FY 1985

	"S" Stores Monthly Averages			"A" Stores Monthly Averages			"B" Stores Monthly Averages			"C" Stores Monthly Averages			"D" Stores Monthly Averages		
Department/Code	$ Sales	Sales Per S/F	& GP Per S/F	$ Sales	Sales Per S/F	& GP Per S/F	$ Sales	Sales Per S/F	& GP Per S/F	$ Sales	Sales Per S/F	& GP Per S/F	$ Sales	Sales Per S/F	GP Per S/F
Automotive/01	15,875	42.91	8.63	11,995	40.25	8.55	8,498	35.71	9.37	6,555	39.49	19.06	3,583	33.49	14.99
Tobacco/10	33,263	140.94	26.92	26,337	145.51	30.92	19,099	100.52	21.92	13,324	86.52	16.71	20,160	178.41	32.21
Food & Candy/20	45,849	35.05	7.89	25,584	37.62	6.74	19,176	35.58	6.02	16,534	32.23	5.21	11,012	23.23	3.80
Beverages/23	38,499	218.74	29.74	24,278	84.01	16.56	7,027	39.48	3.97	9,425	40.11	4.41	10,066	45.85	1.99
Toiletries/30	128,349	77.41	14.28	82,853	72.11	14.36	53,920	53.97	11.86	34,982	46.27	10.42	13,399	32.29	6.49
Cosmetics/34	82,494	77.53	14.82	55,157	78.24	11.81	42,756	73.09	10.93	20,874	53.52	6.64	6,665	30.02	2.71
Military/40	981	54.50	4.89	1,513	100.87	43.27	597	11.94	6.80	509	.62	1.72	2,282	17.03	.91
Watches & Jewelry/50	99,722	87.48	21.64	66,671	85.92	20.68	47,944	61.15	14.84	24,691	47.03	11.43	9,261	34.56	7.98
Stationery/60	100,744	47.97	10.51	76,146	46.54	10.40	56,227	37.09	8.91	34,563	33.04	7.56	12,620	23.63	5.36
Mens Clothing/70	181,790	38.06	9.09	119,957	35.67	8.06	84,304	29.67	6.82	42,888	23.02	5.22	15,584	17.57	4.08
Womens Clothing/72	178,526	32.21	6.37	120,451	32.80	6.46	79,447	25.44	4.49	41,069	20.48	3.10	13,569	15.31	2.83
Boys Wear/74	36,421	18.89	2.87	22,932	21.51	2.45	17,770	15.66	2.09	10,034	12.45	2.05	3,539	10.82	1.70
Girls Wear/75	27,362	16.15	2.92	18,545	17.65	2.11	13,825	13.67	1.35	7,567	10.81	1.19	2,636	9.25	.77
Infants Wear/76	38,088	27.34	3.86	24,262	26.96	2.89	18,347	19.86	2.41	11,314	17.06	2.42	3,940	13.45	1.62
Footwear/77	84,786	60.39	11.60	60,325	54.79	9.48	41,890	41.93	6.61	21,619	31.65	6.22	7,470	24.41	3.17
Linens & Domestics/78	53,822	29.56	8.32	33,863	24.49	6.61	25,445	21.53	5.86	13,188	16.71	4.25	4,997	14.53	3.85
Sewing Notions/79	22,252	15.19	4.50	14,547	12.83	3.58	10,117	9.73	2.24	6,589	9.60	2.92	2,300	6.67	2.30
Kitchenware/80	52,289	27.41	8.02	32,245	23.97	6.13	25,391	20.07	5.15	14,207	15.65	3.83	4,723	9.39	3.00
Household Novelties/82	29,773	21.27	6.11	21,754	29.32	8.85	15,827	21.05	6.72	7,951	16.33	4.34	2,957	14.29	3.77
Cleaning & Appl/83	111,827	51.18	9.32	68,717	34.55	5.86	47,113	28.43	5.40	32,087	25.47	4.66	13,333	24.02	5.39
Hardware/87	64,383	43.09	13.58	41,196	31.98	10.10	27,835	24.14	7.18	17,712	18.92	6.07	6,427	16.61	4.10
Luggage/88	20,694	34.84	9.33	13,442	29.80	8.32	10,915	22.74	6.74	4,057	15.60	3.98	1,727	15.56	3.96
Outdoor Living/89	52,354	11.90	2.99	41,860	15.15	2.82	24,053	9.28	1.25	14,867	8.91	1.26	7,790	7.41	.93
Sporting Goods/91	41,758	25.06	5.40	27,193	20.97	3.79	20,696	18.15	3.59	12,211	13.78	2.76	5,337	14.99	3.07
Photo & Optical/92	68,136	103.71	11.61	49,761	123.78	16.91	38,671	100.44	14.22	22,711	87.02	11.61	8,981	71.28	9.72
Toys & Games/95	37,835	25.95	1.61	30,931	27.20	4.81	20,976	31.31	3.62	15,476	25.97	2.88	6,806	22.69	2.67
Electronics/97	159,411	133.62	11.10	104,899	106.93	10.06	71,515	87.11	8.26	35,829	58.74	2.70	14,264	58.46	2.02
Records & Tapes/98	29,102	39.65	11.24	18,703	43.09	12.50	13,942	29.29	8.04	6,953	23.18	5.49	3,375	22.80	6.24
Average Sales/SF	$ 65,585	40.00	7.50	$44,147	38.00	10.54	$30,832	30.00	6.26	$17,850	23.00	5.60	$ 7,815	21.00	5.00
Average Square Feet		1,635			1,151			1,025			748			362	

When Stroh beer had to travel far, bottles were wrapped in felt and packed in straw in flour barrels.

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Beer

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STROH

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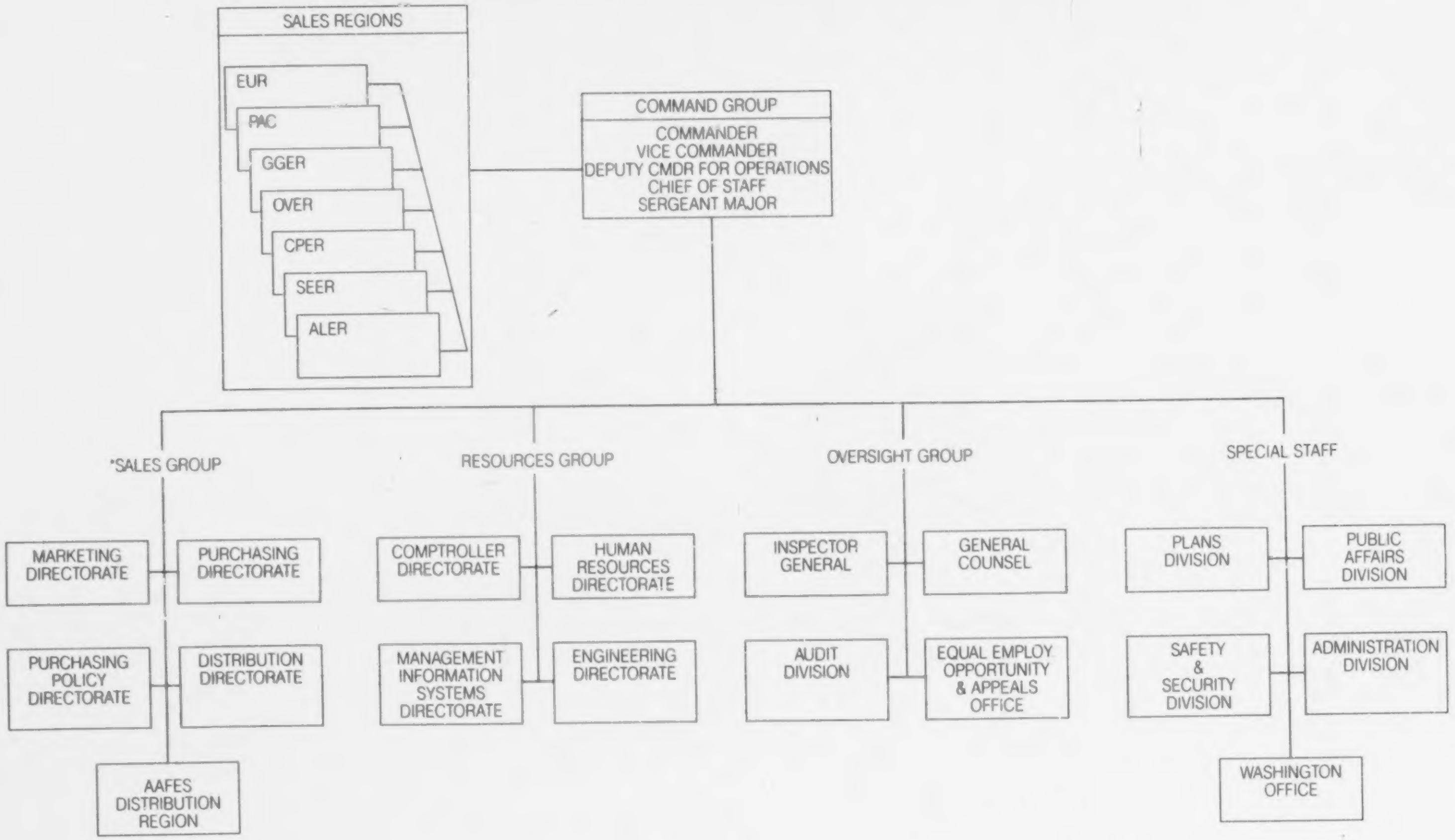
HEADQUARTERS
ARMY AND AIR FORCE EXCHANGE SERVICE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SAFETY & SECURITY DIVISION
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WASHINGTON OFFICE

*SALES GROUP ELEMENTS REPORT DIRECTLY TO THE DEPUTY COMMANDER FOR OPERATIONS

AAFES
Retail Department Sales
FY 85
($ In Thousands)

Department		Domestic		Overseas		Mail Order		Worldwide	
		$	%	$	%	$	%	$	%
01	Automotive	70,872	2.9	33,006	2.3	73	0.1	103,952	2.7
02	Gasoline	297,777	12.3	118,742	8.3	-0-	0.0	416,519	10.5
03	Automotive Labor	10,054	0.4	1,660	0.0	-0-	0.0	11,715	0.3
10	Tobacco Products	100,057	4.1	30,802	2.1	28	0.0	130,886	3.3
19	DPSC Merchandise	107,238	4.4	33,644	2.3	-0-	0.0	140,882	3.6
20	Food & Juices	143,162	5.9	94,421	6.6	99	0.2	237,682	6.1
23	Beer & Sodas	120,134	5.0	71,136	4.9	-0-	0.0	191,270	4.9
30	Health & Beauty Aids	131,769	5.4	66,300	4.6	399	0.7	198,468	5.1
34	Cosmetics & Fragrances	65,115	2.7	22,544	1.6	-0-	0.0	87,659	2.2
40	Military Wear	48,460	2.0	12,726	0.9	-0-	0.0	61,186	1.6
50	Jewelry	26,381	1.1	12,627	0.9	6,897	11.9	45,904	1.2
51	Watches	24,161	1.0	12,758	0.9	44	0.1	36,962	0.9
56	Precious & Semi-Precious Jewelry	28,699	1.2	22,474	1.6	(2)	0.0	51,171	1.3
60	Stationery	118,388	4.9	46,236	3.2	877	1.5	165,501	4.2
70	Men's Outerwear	52,783	2.2	29,728	2.1	101	0.2	82,611	2.1
71	Men's Furnishings	98,303	4.1	45,281	3.1	108	0.2	143,693	3.7
72	Women's Outerwear	74,580	3.1	41,146	2.9	313	0.5	116,039	3.0
73	Women's Furnishings	58,279	2.4	18,507	1.3	491	0.8	77,276	2.0
74	Boyswear	26,506	1.1	14,827	1.0	-0-	0.0	41,334	1.1
75	Girlswear	20,128	0.8	13,165	0.9	10	0.0	33,304	0.8
76	Infants' & Toddlers' Wear	31,074	1.3	18,916	1.3	14	0.0	50,004	1.3
77	Footwear	85,657	3.5	38,479	2.7	485	0.8	124,621	3.2
78	Linens & Domestics	42,403	1.7	23,560	1.6	502	0.9	66,465	1.7
79	Yardage & Sewing Notions	15,914	0.7	10,944	0.7	531	0.9	27,389	0.7
80	Dinnerware & Flatware	10,397	0.4	6,783	0.5	2,967	5.1	20,147	0.5
81	Kitchenware	29,355	1.2	14,538	1.0	599	1.0	44,493	1.1
82	Giftware	23,117	0.9	19,036	1.3	5,628	9.7	47,781	1.2
83	Cleaning Supplies	33,778	1.4	16,951	1.2	71	0.1	50,800	1.3
85	Traffic & Major Appliances	67,931	2.8	42,093	2.9	1,271	2.2	111,294	2.8
86	Furniture & Rugs	19,152	0.8	27,267	1.9	2,140	3.7	48,560	1.2
87	Hardware	53,007	2.2	13,758	1.0	108	0.2	66,873	1.7
88	Luggage	19,814	0.8	8,604	0.6	186	0.3	28,604	0.7
89	Outdoor Living	54,418	2.2	6,936	0.5	54	0.1	61,408	1.6
91	Sporting Goods & Camping Supplies	37,627	1.6	14,947	1.0	1,139	2.0	53,713	1.4
92	Photo Finishing	15,914	0.7	2,902	0.2	-0-	0.0	18,816	0.5
93	Photography & Optical	55,513	2.3	49,042	3.4	3,856	6.6	108,410	2.8
95	Toys, Games & Bicycles	46,099	1.9	33,583	2.3	1,022	1.8	80,704	2.1
97	Home Entertainment	132,391	5.5	316,252	22.0	27,619	47.7	476,262	12.0
98	Recorded Sound & Video	27,270	1.1	33,998	2.4	420	0.7	61,688	1.6
99	Miscellaneous	-0-	0.0	(18)	0.0	-0-	0.0	(18)	0.0
TOTAL		**$2,423,677**	**100.0**	**$1,440,301**	**100.0**	**$58,050**	**100.0**	**$3,922,028**	**100.0**

1987 SALES PROMOTION SCHEDULE

Week	Theme	Event Date
1	(Dollar Days—Action Industries)	Begins 2 Jan
2	Sale	8–11 Jan
3	Pre-Inventory Red Tag Sale	15–18 Jan
4	Sale	22–25 Jan
5	Sale	29 Jan–1 Feb
6	Valentine Sale	5–8 Feb
7	President's Day Sale (One Day)	16 Feb
8	Sale	19–22 Feb
9	Lawn & Patio Sale	26 Feb–1 Mar
10	Sale	5–8 Mar
11	St Patrick's Day Sale	12–15 Mar
12	Sale	19–22 Mar
13	Home Entertainment Sale	26–29 Mar
14	Home Improvement Sale	2–5 Apr
15	Sale	9–12 Apr
16	Easter Sale	16–19 Apr
17	Sale	23–26 Apr
18	"Spring for Less" Sale	30 Apr–3 May
19	Mother's Day Sale	7–10 May
20	Armed Forces Day Sale	14–17 May
21	Memorial Day Sale (One Day)	25 May
22	Dollar Days Sale	Begins 28 May
23	Sale	4–7 Jun
24	Colorful White Sale	11–14 Jun
25	Dad's Day Sale	18–21 Jun
26	Home is the Heart Sale	25–28 Jun
27	July 4th Sale	2–5 Jul
28	Anniversary Sale	9–12 Jul
29	Summer Sale (National Guard & Reserve Appreciation Week)	16–19 Jul
30	Sale	23–26 Jul
31	Back-to-School Sale	30 Jul–2 Aug
32	Back-to-School II	6–9 Aug
33	Farewell to Summer Sale	13–16 Aug
34	Sale	20–23 Aug
35	Do It Yourself Sale	27–30 Aug
36	Labor Day Sale (One Day)	7 Sep
37	Toy Sale	Begins 12 Sep
38	White Sale/Housewares	17–20 Sep
39	Fall Is Coming Sale	24–27 Sep
40	AAFES Super Sale	1–4 Oct
41	Columbus Day Sale (One Day)	12 Oct
42	Photographs & Memories Sale	15–18 Oct
43	(Homemaker Fair Sale—Action Industries)	Begins 22 Oct
44	Autumn Harvest Sale	29 Oct–1 Nov
45	Home Entertainment Sale	5–8 Nov
46	Veteran's Day Sale (One Day)	11 Nov
47	Thanksgiving Sale	19–22 Nov
48	Christmas Sale #1	27–29 Nov
49	Christmas Sale #2	3–6 Dec
50	Christmas Sale #3	10–13 Dec
51	Christmas Sale #4	17–20 Dec
52	White Sale	26–30 Dec

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DEFENSE LOGISTICS AGENCY (DLA)

Cameron Station
Alexandria, VA 22304-6100
Phone: (202) 274-6000
Director: LTG Vincent M. Russo, USA

LTG Russo

Maj. Gen. Musser

Headquarters Personnel

Director
LTG Vincent M. Russo, USA
(202) 274-6111

Deputy Director
Maj. Gen. Stanton R. Musser, USAF
(202) 274-6113

Deputy Director, Acquisition Management
RADM Daniel W. McKinnon, Jr., SC, USN
(202) 274-7091

Chief of Staff
BG Charles C. Adsit, USA
(202) 274-6115

Office of Public Affairs
Staff Director
G. C. Flessate (Acting)

Office of Congressional Affairs
Staff Director
G. C. Flessate

Office of Policy & Plans
Assistant Director
Roger C. Roy

Office of Telecommunications & Information Systems
T. J. Knapp

Office of Comptroller
Comptroller
W. J. Cassell

Office of Counsel
K. W. Kabeiseman

Office of Contracting Integrity
G. H. Werfel

Office of Command Security
COL J. P. Hoden, USAF

Office of Installation Services & Environmental Protection
COL Rockwood S. Dunham, USA
(202) 274-6355

Office of Administration
COL James J. Singsank, USA
(202) 274-6003

Office of Military Personnel
COL Bernard F. Meisel, Jr., USA

Office of Civilian Personnel
A. W. Hudson

Office of Small & Disadvantaged Business Utilization
R. W. Dellas

Directorate of Supply Operations
RADM James E. Eckelberger, SC, USN

Directorate of Contracting
R. F. Chiesa

Directorate of Technical & Logistics Services
R. G. Bruner

Directorate of Contract Management
W. V. Gordon

Directorate of Quality Assurance
Maj Gen J. P. Morgan, USAF

DLA's Mission And Purpose

The DLA mission is to enhance readiness and sustainability of the military services; contribute to operating efficiency of the Defense Department; and to provide effective and economical support for assigned items of supply, contracting and contract administration services and technical and logistics services.

Established in 1961, the Defense Logistics Agency provides support from the predesign stage to the time items and supplies leave the military system . . . beginning with dissemination of research and cataloging data, extending through the administration of defense contracts and quality certification for material coming off the production lines and concluding with the reutilization or marketing of government property which is obsolete, worn out or no longer needed.

Headquartered at Cameron Station in Alexandria, Virginia, DLA carries out its worldwide logistics mission with 51,500 civilian and military personnel. Facilities located throughout the continental United States, Alaska, Hawaii, Puerto Rico and Canada, range from large procurement centers, depots and regional offices to in-plant residencies, property reutilization offices and customer assistance activities.

DLA's overseas facilities are located throughout Europe, the Pacific and the Caribbean, providing fuel, subsistence, spare parts and property reutilization.

To effectively operate such a diverse organization, DLA works primarily through its 26 field activities.

Through its six supply centers, over 2.4 million consumable items—everything from nuts and bolts, clothing and medicine, to fuel and microelectronics—are managed for all of the Armed Services. These centers, also, forecast combined requirements for the services, manage inventory, award contracts and pay contractors.

Each year, DLA buys more than $15 billion worth of consumable items through the centers located in Ohio, Pennsylvania and Virginia. The items they manage account for 54 percent of all national stock numbers (NSNs) and 65 percent of all consumable items or repair parts in the Defense Department inventory.

Personnel at the centers process over 29 million requisitions annually and initiate over 5,000 contract actions each workday.

Rapidly growing in importance is the Weapon Systems Support Program. DLA helps plan and then purchases over 469,000 items and components for more than 507 major weapon systems.

These systems range from the Navy's Poseidon submarine and the Army's Cobra helicopter to the Air Force's B-18 bomber. More than one-third of these requisitions are high priority, with material on its way to the customer within three days after DLA receives the order.

Through the Defense Fuel Supply Center at Cameron Station, DLA procures and manages all government-used petroleum products.

Additionally, DLA procures crude oil for the Department of Energy in support of the Strategic Petroleum Reserve.

The essential link in this supply chain is some 20,000 U.S. manufacturers and suppliers who contract with DLA and other DoD elements to provide needed material and services. About half of DLA's contracts go to small businesses, which provide the agency with more than $6 billion worth of goods and services annually. More than 80 percent of these contract dollars are awarded competitively to the lowest bidder.

Some 400,000 military customers depend on DLA, which ships more than 17 million items each year through a worldwide complex of depots, storage facilities and fuel terminals. Last year, these activities maintained a supply availability rate of over 91 percent.

The agency operates six of its own major supply depots. Thirty-six military depots also stock and distribute commodities owned by DLA.

In addition, DLA uses 35 strategically located fuel terminals—owned by the military and operated by private contractors—to supply U.S. military units around the world. Food is managed through a network of subsistence regions, offices and DLA and military storage facilities in the United States, Europe and the Pacific.

Contract administration, with particular emphasis on quality assurance, is another part of DLA's multi-faceted mission. Over one-third of DLA's people work in this area at nine regional offices, 37 management areas and full-time in 38 contractor's plants.

DLA administers contracts on behalf of defense acquisition offices, other federal agencies and, in specially authorized cases, foreign governments. The primary elements of this mission are to assure contractor compliance with terms of the contract, accept products on behalf of the government and to pay the contractor.

Before a contract is awarded, pre-award surveys are performed to determine the contractor's capability to carry out the contract and a cost evaluation of the proposals are made. After a contract has been awarded, it is assigned to one of the DLA's regions for administration.

Carrying out these responsibilities are nine contracting regions, 37 management areas and 38 offices in contractor's plants.

Special emphasis is placed on quality—doing it right the first time.

In addition to supply support and contract administration, DLA performs varied technical and logistics services for the U.S. military and Defense agencies. This is accomplished by six service centers located in Ohio, Tennessee, Michigan and Virginia.

Responsibilities for the six service centers include: administration of the Federal Catalog System; management of the reutilization of items and material no longer needed by the original user; management of the active and inactive DoD inventory of industrial plant equipment in government and commercial facilities and maintenance of the technical research data for use by the military services, Federal agencies and DoD contractors.

The two additional service centers develop and maintain automated information systems used throughout DLA and the military services and provide general administrative support to all DLA activities.

The Defense Logistics Agency is headed by a three-star military officer, supported by two deputies. Positions rotate throughout the services. As an agency of DoD, DLA operates under the direction of the Assistant Secretary of Defense for Acquisition and Logistics and works closely with the chiefs of each of the military services, as well as the Joint Chiefs of Staff.

The Defense Logistics Agency, dynamic partner with the military services, seeking to provide our combat forces with the items and services essential to protecting our nation's military readiness.

DLA Primary Level Field Activities

Major Supply Depots

Defense Depot **Mechanicsburg**
5450 Carlisle Pike
P.O. Box 2030
Mechanicsburg, PA 17055-2030
(717) 790-2324

Commander
COL Bill G. Belcher, USA

Deputy Commander
Col David R. Moore, USAF

Public Affairs Officer
James J. Williams

Comptroller
F. W. Marlowe

Director, Office of Telecommunications & Information Systems
LTC Theodore L. Nulle, USA

Director, Directorate of Maintenance
J. C. Neamtz

Director of Distribution
Col Donald L. Hughes, USAF

Director of Quality
Position Vacant

Office of Command Security
John O. Rimel, Sr.

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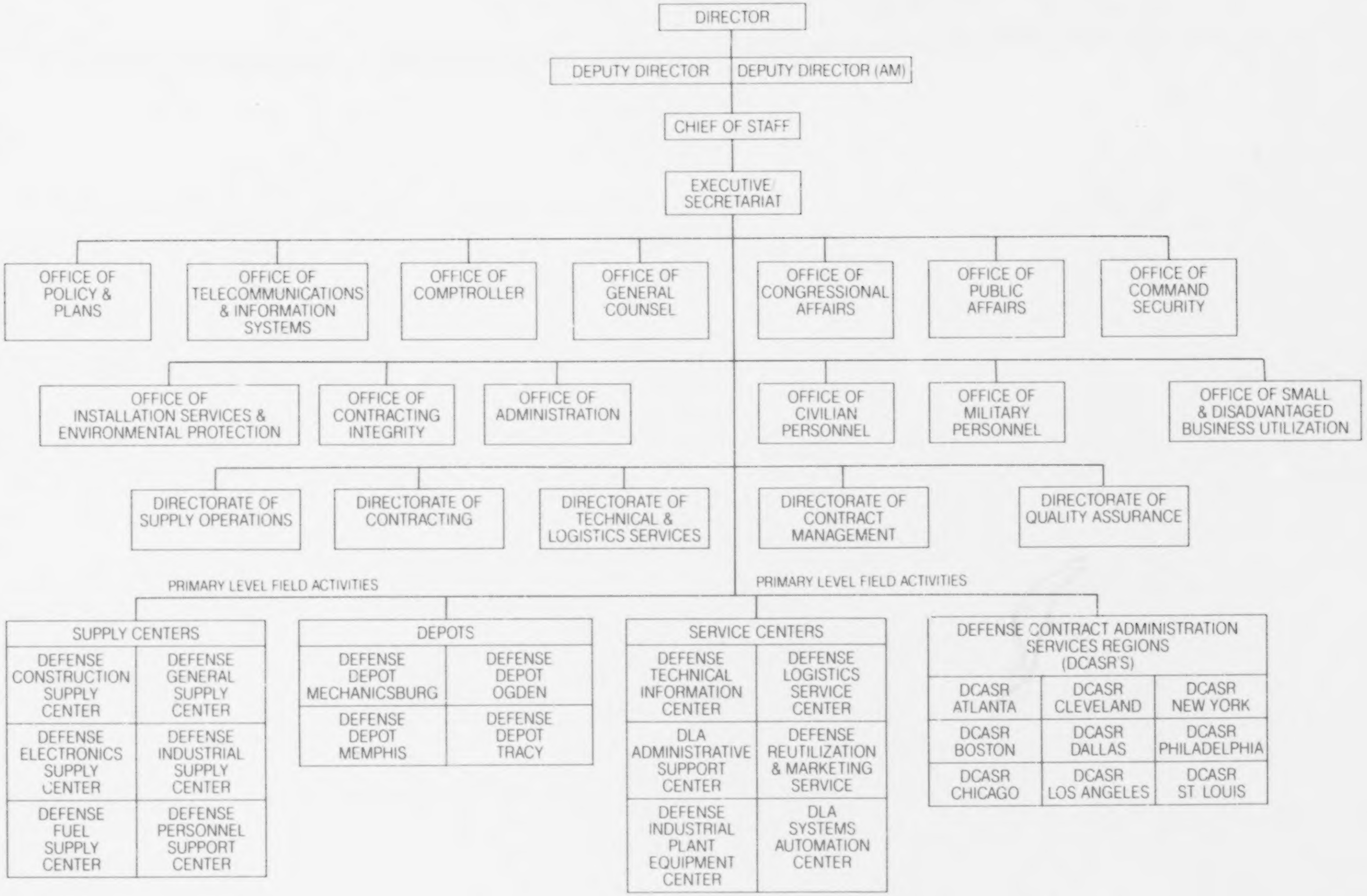
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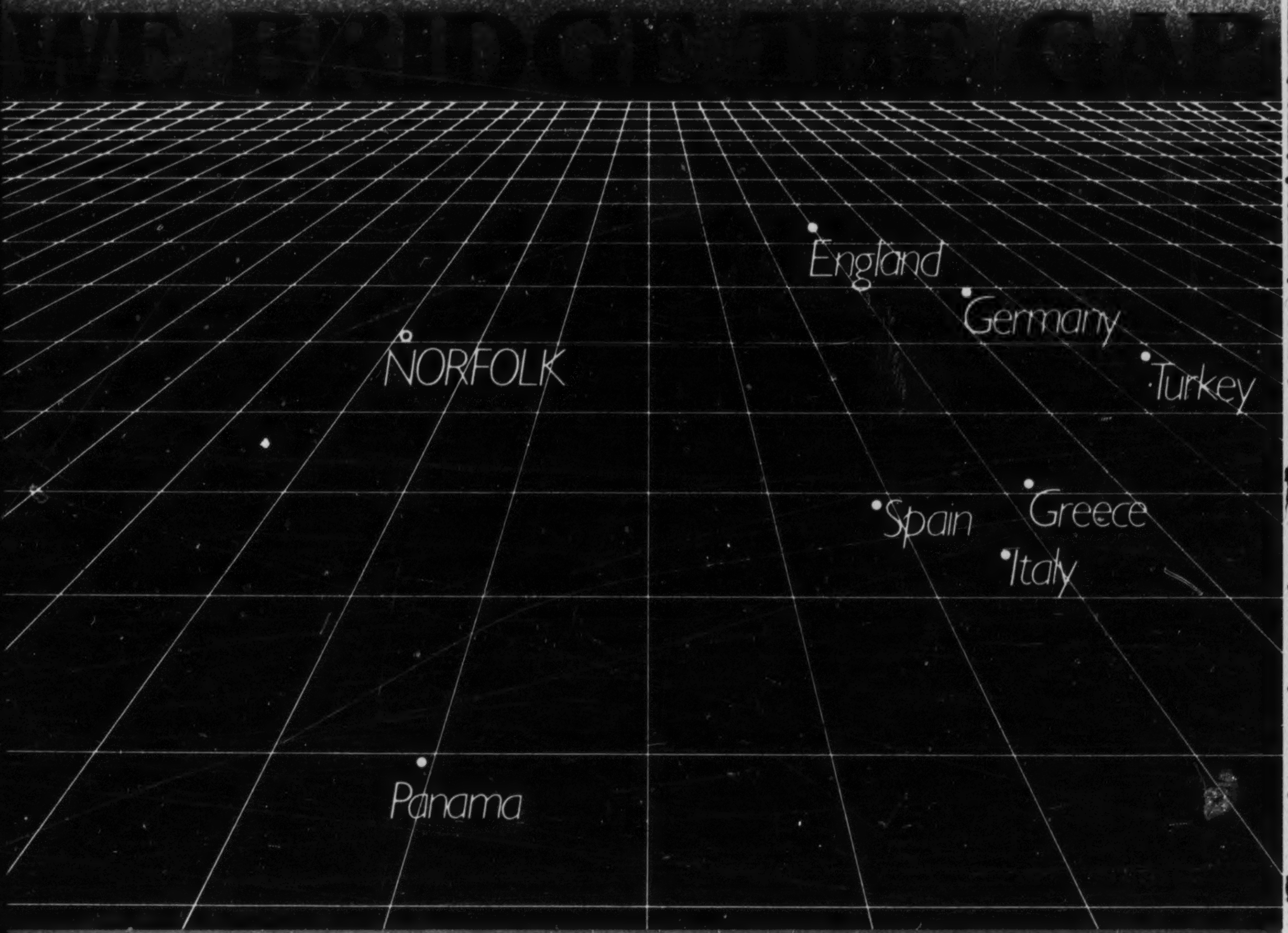
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Chief, Animal Products Branch
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Chief, Technical Programs Branch
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Chief/Meat and Seafoods Branch
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Chief/Fruit & Vegetables Branch
Kimmie Debnam
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Chief, General Products Branch
Position Vacant
(Mail Code: DPSC-HPP)
(215) 952-4211

Chief, Commissary Support Branch
Raymond Miller
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Chief, Operations Analysis Branch
P. J. Carr
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About the DPSC

The Defense Personnel Support Center spends nearly $4 billion a year to buy food, clothing and textile items, medicines and medical supplies for the military services worldwide. It also buys for some Federal agencies and authorized foreign governments.

Supporting service members with quality products, price and value considered, is crucial to maintaining their morale and the morale of their eligible family members.

Constantly supplying its customers with quality food, when and where it's needed, is something DPSC's Subsistence directorate takes extreme pride in accomplishing. It isn't easy, however, as it requires purchasing all kinds of food—fresh, dehydrated, frozen, and canned—for eventual use in Service dining halls and field units and for resale in military commissaries worldwide. The Services and Federal agencies serviced by DPSC develop their food needs and submit the requirements to DPSC. In addition, they may also order brand name food and grocery items directly from the vendor. All told, the Subsistence directorate either buys or manages an estimated $5 billion in food for nine million people worldwide.

DPSC's management of food operations is decentralized through three Defense Subsistence Regions (DSRs) in Alameda, CA, Philadelphia, PA, and Zweibruecken, Germany. The DSRs have responsibility for buying, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 23 Defense Subsistence Office food buying activities which include sites in Hawaii and England. Seventeen of those offices are under the direction of DSR Atlantic; five offices are controlled by DSR-Pacific and one office by DSR-Europe. These offices are responsible for buying and monitoring the storage and shipment of fresh fruit and vegetable items and less-than-carlot quantities of chill and freeze items. Full carlot quantities are generally bought by DPSC headquarters.

DPSC also manages and operates four government-owned food storage facilities. The Defense Subsistence Storage Facility in Bayonne, NJ, handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR-Europe. The Defense Subsistence Storage Facility locations at Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable product.

Subsistence Field Activities (CONUS)
DSO = Defense Subsistence Office

DSO & Storage Facility **Bayonne**
Military Ocean Terminal-Bldg 35
Bayonne, NJ 07002-5301
Chief
MAJ Mark Rutledge, USA
Autovon: 247-7446
Comm: (201) 823-7446

DSO **Birmingham**
2500 2nd Street West
Birmingham, AL 35201-1008
Procurement Officer
Oren H. Griffin
Autovon: 340-1522
Comm: (205) 254-1522

DSO **Boston**
555 Pleasant Street
Watertown, MA 02172-2406
Chief
Frank Fitzgerald
Autovon: 955-5761
Comm: (617) 923-1990

DSO **Cheatham**
NSC Cheatham Annex
Williamsburg, VA 23187-8792
Chief
LCDR Eddie Simmons, SC, USN
Autovon: 695-4771
Comm: (804) 887-7246

DSO **Chicago**
300 South Wacker Drive
Chicago, IL 60606-6607
Procurement Officer
William Murray
Autovon: 623-8877
Comm: (312) 886-8877

DSO **Columbia**
Strom Thurmond Federal Bldg.
Room 865-B, 1835 Assembly Street
Columbia, SC 29201-2482
Procurement Officer
Susan Taylor
Autovon: 697-6555
Comm: (803) 765-5754

DSO **Denver**
c/o Merchant Refrigeration Company
5120 Race Street
Denver, CO 80216-2135
Procurement Officer
James Slaten
Autovon: 943-5277
Comm: (303) 294-7025

DSO **El Paso**
Room 213, Gateway East
El Paso, TX 79905-2015
Procurement Officer
Cloyd Conley
Autovon: 888-3372
Comm: (915) 772-2763

DSO **Fort Worth**
1101 NE 23rd Street
Fort Worth, TX 76106-8302
Procurement Officer
James Rachel
Autovon: 940-1281
Comm: (817) 924-3228

DSO **Jacksonville**
1429 W. 16th Street
Jacksonville, FL 32209-4903
Procurement Officer
Albert Neves
Autovon: 697-5231
Comm: (904) 354-6689

DSO **Kansas City**
Room 1768, 601 E. 12th Street
Kansas City, MO 64106-2895
Chief
Richard Prather
Autovon: 463-2431
Comm: (816) 374-5271

DSO **Landover**
1811 Cabin Branch Drive
Landover, MD 20785-3822
Procurement Officer
Frederick Tidwell
Autovon: 296-1997
Comm: (202) 436-1997

DSO **Nashville**
921 3rd Avenue
Nashville, TN 37201-1022
Procurement Officer
Eugene Teeters
Autovon: 697-6557
Comm: (605) 251-5487

DSO **New Orleans**
Stage & Warehouse Company
Nashville Avenue Wharf
New Orleans, LA 70115
Procurement Officer
Vacant
Autovon: 363-1133
Comm: (504) 948-1133

DSO **Philadelphia**
777 Pattison Avenue
Philadelphia, PA 19148-5395
Procurement Officer
Jeffrey Halperin
Autovon: 444-3893
Comm: (215) 952-3893

DSO **San Antonio**
1155 Calisium Road
San Antonio, TX 78219
Procurement Officer
Raymond Kalinowski
Autovon: 940-1297
Comm: (512) 226-7373

DSO **Tampa**
c/o Harborside Refrigeration Services
2802 Guy N. Verga Boulevard
Tampa, FL 33605-6818
Procurement Officer
John Zielinski
Autovon: 968-3773
Comm: (813) 830-3773

Orlando Purchasing Office
Federal Building, Room 423
80 Hughey Street
Orlando, FL 32801-2226
Procurement Officer
Vincent Flaliolia
Autovon: 854-9245
Comm: (305) 896-6245

Defense Subsistence Region Europe

Defense Subsistence Region—Europe
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COL John Wright, USA
(Mail Code: HDSRE-D)
Commercial Telephone:
Zweibruecken 2281-5330

Deputy Commander
Richard Fabbri
(Mail Code: HDSRE-D)
Commercial Telephone:
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Customer Assistance Office
Chief
Matt M. Hyatt
(Mail Code: HDSRE-DA)
Commercial Telephone:
Zweibruecken 2281-5305

Office of Quality Assurance
Chief
MAJ Richard M. Gaither, USA
(Mail Code: HDSRE-S)
Commercial Telephone:
Zweibruecken 2281-5350

Office of Planning & Financial Management
Chief
Brian Hallet
(Mail Code: HDSRE-A)
Commercial Telephone:
Zweibruecken 2281-5335

Supply Operations Division
Chief
LTC William English, USA
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Commercial Telephone:
Zweibruecken 2281-5300

Chief, Storage Branch
Richard Goreham
(Mail Code: HDSRE-ONS)
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(Mail Code: HDSRE-ON)
Commercial Telephone:
Zweibruecken 2281-5320

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K. Huntley
(Mail Code: HDSRE-OS)
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Zweibruecken 2281-5300

Chief, Contracting Division
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(Mail Code: HDSRE-P)
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Zweibruecken 2281-5370

Contracting Officer, Meat Branch
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(Mail Code: HDSRE-PM)
Commercial Telephone:
Zweibruecken 2281-5355

Contracting Officer, Dairy Branch
Vacant
(Mail Code: HDSRE-PD)
Commercial Telephone:
Zweibruecken 2281-5365

Contracting Officer, Produce Branch
Capt S. E. Trautman, USAF
(Mail Code: HDSRE-PF)
Commercial Telephone:
Zweibruecken 2281-5380

Chief, Contract Services Branch
Louis K. Radcliff
(Mail Code: HDSRE-PC)
Commercial Telephone:
Zweibruecken 2281-5380

Contracting Officer, General Products Branch
MAJ Charles Brooks, USA
(Mail Code: HDSRE-PP)
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Defense Subsistence Storage Facility,
Kaiserslautern
Chief
MAJ Dwight Phillips, USA
Commercial Telephone:
Kaiserslautern 6450-7557

Defense Subsistence Storage Facility,
Bremerhaven
Lother Marotzke
Commercial Telephone:
Bremerhaven 2241-2441/8758

Defense Subsistence Storage Facility,
Gemersheim
Chief
MAJ(P) Frank W. Haylett, USA
Commercial Telephone:
Gemersheim 2215-1110 x809/573

Defense Subsistence Storage Facility,
Copenhagen
LtCol Thomas Brown, USAF
Commercial Telephone:
Copenhagen 00451-424519

Defense Subsistence Purchasing Office,
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Joseph A. Helsinki
Commercial Telephone:
The Hague 00317-0908782

Defense Subsistence Purchasing Office,
Rome
Louis V. Giacalone
Commercial Telephone:
Rome 00396-461060

Defense Subsistence Office,
Felixstowe (England)
Chief
Dennis Hansen
APO New York 09755
Commercial Telephone:
Felixstowe 0044-3942

Defense Subsistence Region Pacific

Defense Subsistence Region—Pacific
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Commercial: (415) 869-4131

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Assistant Chief, Purchasing Division
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Chief, Dairy & Poultry Branch
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Chief, Fresh Fruits & Vegetables Branch
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Traffic Manager
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Traffic Management Specialist
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Anthony W. Speranza
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Chief, Customer Services Branch
Patricia A. Marchesi
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Defense Food Liaison Office—Pacific
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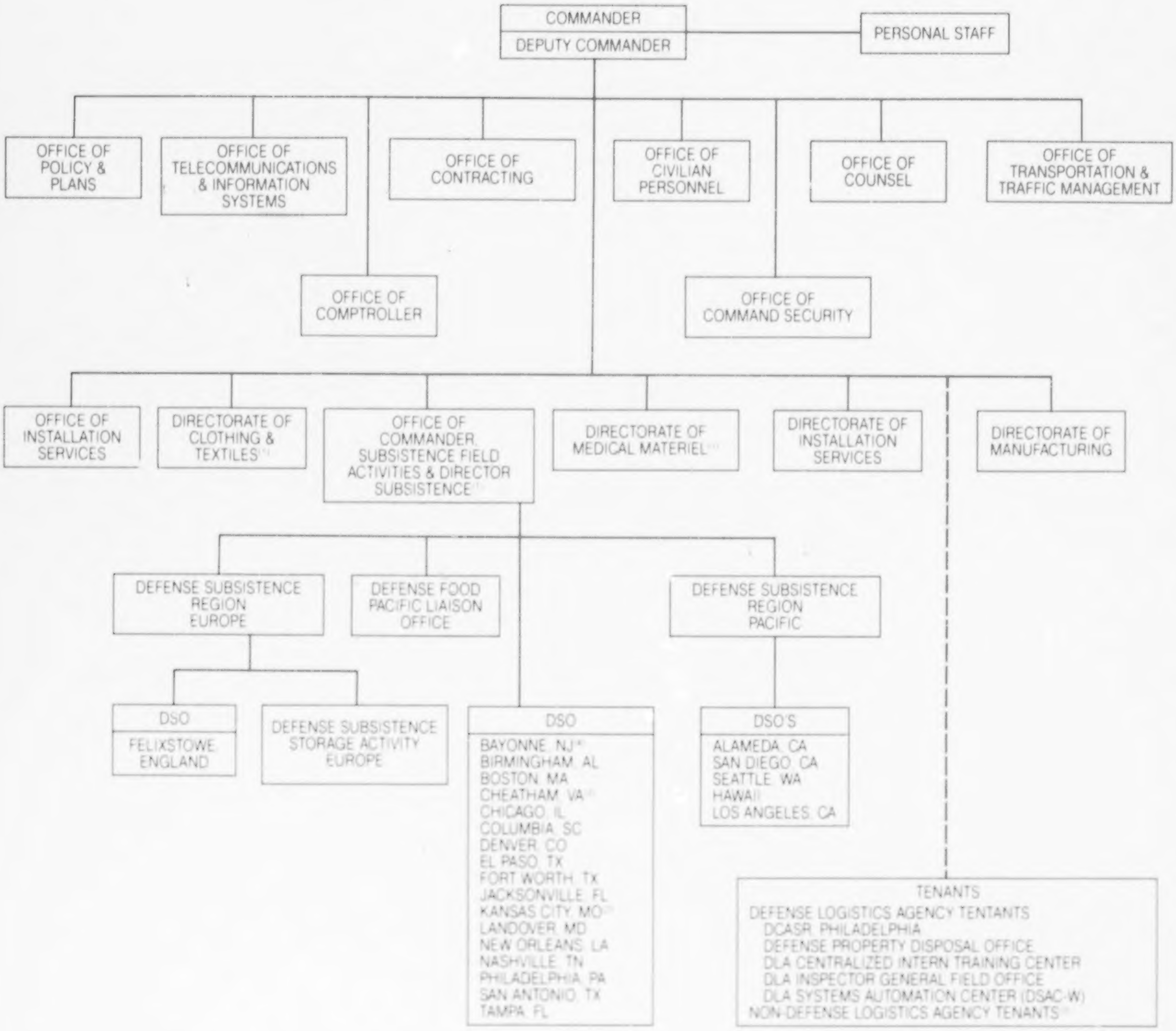
DEFENSE PERSONNEL SUPPORT CENTER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OFFICE OF COMMAND SECURITY
OFFICE OF INSTALLATION SERVICES
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OFFICE OF COMMANDER, SUBSISTENCE FIELD ACTIVITIES & DIRECTOR SUBSISTENCE[1]
DIRECTORATE OF MEDICAL MATERIEL[1]
DIRECTORATE OF INSTALLATION SERVICES
DIRECTORATE OF MANUFACTURING
DEFENSE SUBSISTENCE REGION EUROPE
DEFENSE FOOD PACIFIC LIAISON OFFICE
DEFENSE SUBSISTENCE REGION PACIFIC
DSO
FELIXSTOWE, ENGLAND
DEFENSE SUBSISTENCE STORAGE ACTIVITY EUROPE
DSO
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BOSTON, MA
CHEATHAM, VA[4]
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COLUMBIA, SC
DENVER, CO
EL PASO, TX
FORT WORTH, TX
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PHILADELPHIA, PA
SAN ANTONIO, TX
TAMPA, FL
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ALAMEDA, CA
SAN DIEGO, CA
SEATTLE, WA
HAWAII
LOS ANGELES, CA
TENANTS
DEFENSE LOGISTICS AGENCY TENTANTS
DCASR, PHILADELPHIA
DEFENSE PROPERTY DISPOSAL OFFICE
DLA CENTRALIZED INTERN TRAINING CENTER
DLA INSPECTOR GENERAL FIELD OFFICE
DLA SYSTEMS AUTOMATION CENTER (DSAC-W)
NON-DEFENSE LOGISTICS AGENCY TENANTS[3]

NOTES

(1) INCLUDES SEPARATE COMMODITY FUNCTIONS FOR SUPPLY TECHNICAL/QUALITY ASSURANCE AND CONTRACTING AND PRODUCTION
(2) AUGMENTED DSO'S ADDITIONAL CHILL & FREEZE PROCUREMENT MISSION
(3) LISTED IN DPSC MANUAL 5810.1
(4) ALSO A DEFENSE SUBSISTENCE STORAGE FACILITY

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Fort Wadsworth, Staten Island, NY 10305-5097
Phone: (718) 390-3700
Commander: Rear Admiral Donald E. Wilson, SC, USN

RADM Wilson

Arthur LaValle

Key Headquarters Personnel

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CAPT Dan Gee, SC, USN
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Executive Director of Resale Systems
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Command Master Chief
SHCM Charles Thelen, USN
(718) 390-3603

Deputy Equal Employment Opportunity Officer
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Eileen Siegel
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Deputy Director, Communications Division
Thom Utecht
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Public Affairs Specialist (Communications Div.)
Maureen Murray
(718) 390-3925

Marketing Research Specialist (Communications Div.)
Jerry Armer
(718) 390-3507

Consumer Survey Specialist (Communications Div.)
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Robert Byrd
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Director, Facilities Division
CAPT Michael J. Carricato, SC, USN
(718) 390-3957/56

Director, Industrial Relations Div.
Harry Morrison
(718) 390-3998

Director, Office of Internal Review
Robert La Pointe
(718) 390-3742

Director, Office of Military Personnel
Edwin T. Pickett
(718) 390-3550

Director, Office of Security
Edward W. Lehane
(718) 390-3931

Contracts Group
Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Audit Internal Review Group
Deputy Commander
CAPT Fred Kowalski, SC, USN
(718) 390-3926

Commissary Operations Group
Deputy Commander
Ed Yerman
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Assistant Deputy Commander
CDR R. A. Boas, SC, USN
(718) 390-3712/3717

Exchange Operations Group
Deputy Commander
CAPT John F. McDonald, SC, USN
(718) 390-3845

Director, Merchandise Div.
John Marecki
(718) 390-3876

Director, Store Operations Div.
CDR John Flanagan, SC, USN
(718) 390-3847

Financial Management Group
Deputy Commander
CAPT H. H. Bishop, SC, USN
(718) 390-3764

Director, Comptroller Appropriated Fund Division
(718) 390-3780

Comptroller, Nonappropriated Fund Div.
Herbert Goldberg
(718) 390-3765

Director, Treasury Division
Edmund Dahl
(718) 390-3766

Fleet Support Group
Deputy Commander
CDR R. Emmett Durnan, SC, USN
(718) 390-3701

Director, Naval Uniform Division
Charles Vaughn
(718) 390-3704

Director, Ships Stores Division
Louis J. Caputo
(718) 390-3838

Navy Lodge Program
Laura Lian
(718) 390-3853

Office of Command Support
Director
Richard Mackiewicz
(718) 390-3834

Director, Data Processing Division
CDR Ted Zychowski, SC, USN
(718) 390-3718/19

Buying Procedures (Exchanges)

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or a lead contracting activity (LCA). Exchanges may also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent exchanges.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

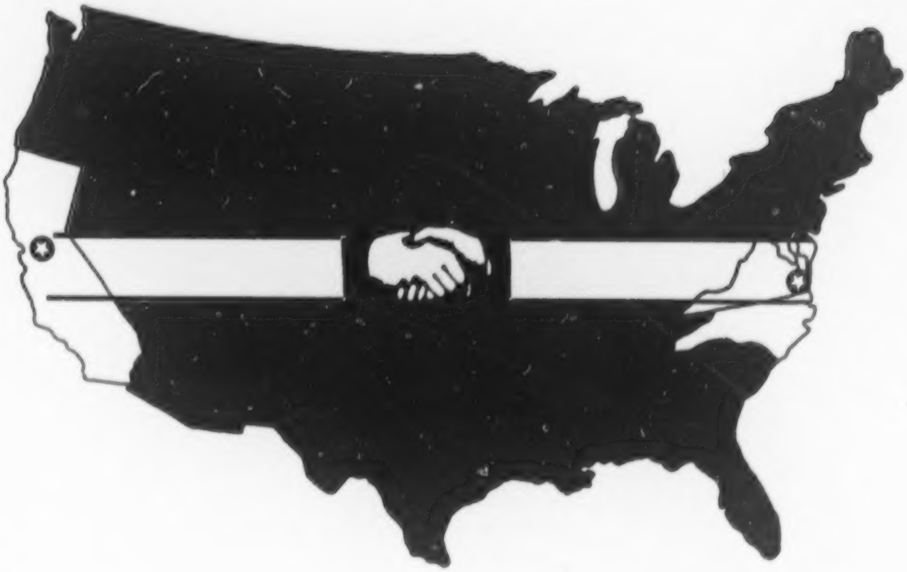
Most purchasing is initiated at the FSO/LCA level. Responsibility for controlling and initiating purchases for an independent exchange and any branch stores under its control rests with the Navy exchange officer. Purchases are based on customer demand for authorized items. In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Any individual or firm may contact an independent local Navy exchange officer or his/her designated representative for an ap-

The Link

Market Wholesale Grocery
7301 14th Avenue
Sacramento, CA 95520
(916) 452-3381
CONTACT:
Edwin R. Kopping, Sr.
Div. Mgr.
Gordon "Rex" Rechcygl
Sales Mgr.

Tidewater Wholesale Grocery
1400 Cavalier Blvd.
Chesapeake, VA 23323
(804) 487-2586
CONTACT:
Neil Larson
Gen. Mgr.
Hank Sheffer
Sales Mgr.



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pointment, or may forward descriptive literature and pricing information to the Navy exchange officer for consideration.

At the FSO/LCA Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for the other exchanges. The activity is identified as either a field support office (FSO) or a lead contracting activity (LCA).

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO/LCA issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager or acquisition specialist at the FSO/LCA to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called price agreement bulletins and seasonal merchandise voces.

Price agreement bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voces are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, LCAs or independent Navy exchange officers are authorized to place purchase orders directly with the manufacturers for products listed on NAVRESSO bulletins. Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price agreement bulletins and vox listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that prices, terms and conditions offered are the lowest available to any purchaser regardless of class of trade, geographical location, type or size of purchaser or volume of purchase.

Manufacturers desiring to be listed on a bulletin or vox should submit information and samples to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer

b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise

c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Buying Procedures (Commissaries)

Navy commissary stores are grouped together in geographic areas. Purchasing for commissary stores is administered by NAVRESSO Field Support Offices or Navy commissary store region offices based on customer demand and local popularity of items.

The majority of resale products purchased by Navy commissary stores are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, commanding officers of NAVRESSO Field Support Offices or officers in charge of Navy commissary store regions have limited authority to make direct purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presentations should contact the Merchandising Branch of the Commissary Store Division at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code CSD.

Buying Procedures (MSC Exchanges)

In dealing with military Sealift Command exchanges, the same procedure is followed as that for Navy exchanges, with one exception.

Merchandise buying is accomplished through two MSC Acquisitions Centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

MSC Exchanges

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures (Ships Stores Afloat)

Navy personnel serving aboard ships purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

The ship's supply officer or an appointed ships store officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listing of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Open-end, fixed price contracts are awarded for popular, basic items of authorized stock by NAVRESSO. Awards are consolidated into contract bulletins which are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

The ships stores afloat catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the ships stores afloat catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in contract bulletins or the ships stores afloat catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a 9-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The suppliers will be required to meet the quantities and delivery date specified in the purchase order. An original and three copies of the invoice would then be mailed to the ordering ship, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the 9-month period, suppliers will be asked to submit copies of processed ships purchase orders for the item to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crew's acceptance of the product.

The item may be considered for addition to the contract bulletin or the ships stores afloat catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Commissary Store Division (Commissary Operations Group)

Deputy Commander
Ed Yerman
(718) 390-3711

Assistant Deputy Commander
CDR Raymond A. Boas, SC, USN
(718) 390-3712

Operations Branch (COG1)
Manager
Margaret Young
(718) 390-3717

Computer System Analyst
Gene Jackson
(718) 390-3935

Computer System Analyst
Al Brett
(718) 390-3935

Commissary Management Specialist
Ardie Wickers
(718) 390-3714

Commissary Control Inventory Analyst
Ken Fuchs
(718) 390-3935

Commissary Management Analyst
John Mahoney
(718) 390-3713

Operations Analysis Section Supervisor
Stanley Kurin
(718) 390-3714

Commissary System Analyst
Sam Miceli
(718) 390-3714

Merchandise Branch (COG2)
Manager
Tony DeGaetano
(718) 390-3722

Commissary Management Specialist (Meat)
Position Vacant
(718) 390-3722

Commissary Management Specialist (Produce)
Milton Shreiber
(718) 390-3722

Commissary Management Specialist (Grocery)
Joe Marchese
(718) 390-3722

Commissary Management Specialist (Merchandising)
Bill Cook
(718) 390-3722

Manpower, Resources, Administrative Branch (COG3)
Manager
George Happe
(718) 390-3713

Commissary System Analyst
Catherine Milanes
(718) 390-3714

Commissary System Analyst
Mike Fahy
(718) 390-3715

Commissary Specialist
Valerie Moon
(718) 390-3715

Commissary System Analyst
Bill Wolfe
(718) 390-3713

Commissary System Analyst
Frank Pellegrino
(718) 390-3714

Commissary System Analyst
Rick Thomas
(718) 390-3714

Budget Analyst
Marjorie Thunder
(718) 390-3713

Merchandise Division (Exchange Operations Group)

Deputy Commander
CAPT John F. McDonald, SC, USN
(718) 390-3845

Merchandise Division (MD)
Director
John Marecki
(718) 390-3876

Projects Coordinator
Aimee Oey
(718) 390-3909

Inventory Control
Shelly Miller
(718) 390-3533

Soft Lines Apparel/Accessories Requirements Branch (MD1)
Dolores LaSalle
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's Wear

Buyer (E-2)
Jim Galvin
(718) 390-3891
Men's Wear

Buyer (E-2)
Tom Smith
(718) 390-3889
Men's Wear

Buyer (E-2)
Herbert Weiss
(718) 390-3892
Men's Wear

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Intimate apparel, lingerie, robes, hosiery, maternity, family shoes

Buyer (F-3)
Barbara Frank
(718) 390-3899
Intimate apparel, underwear

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories & maternity

Buyer (E-7)
Mike Avallone
(718) 390-3905
Ladies and athletic shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Shoes

Senior Buyer (E-5, G-1, G-2)
Carole Siegall
(718) 390-3888
Infants, toddlers, boys & girls wear, juvenile furniture

Buyer (E-5)
Faye Blakely
(718) 390-3894
Infants, toddlers, juvenile furniture

Buyer (G-1)
Elsie Valentine
(718) 390-3895
Juvenile Furniture

Buyer (G-2)
Diane Gonzalez
(718) 390-3888
Boys Wear

Buyer (G-1)
Betty Jo Feux
(718) 390-3895
Girls Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Women's ready-to-wear

Buyer (E-8)
Debbie Konieczny
(718) 390-3898
Misses coordinates, separates

Buyer (E-8)
Iris Hecker
(718) 390-3900
All outerwear

Buyer (E-8)
Rosemarie Rovito
(718) 390-3902
Misses dresses, tops

Buyer (E-8)
JoAnn Gattis
(718) 390-3504
Junior dresses, bottoms

Consumables Branch (MD2)
Manager
Michael Delano
(718) 390-3918

Senior Buyer (A-1, A-2, A-4, A-6; C-2, C-3)
Glen Hoffman
(718) 390-3918
Candy, food products, beer & soda, stationery, books, periodicals & greeting cards

Buyer (A-1, A-4)
Sal Lascari
(718) 390-3919
Candy & confections, convenience food products, beer & soda

Buyer (A-2; C-3)
Stanley Wan
(718) 390-3914
Stationery, books, periodicals & greeting cards

Senior Buyer (C-4, C-8, C-9; D-1, D-3, D-5)
Frank Davey
(718) 390-3885
Hardware, garden/pet supplies, toiletries & drugs, household supplies, fragrances & cosmetics, auto parts

Buyer (D-1, D-3)
Position Vacant
(718) 390-3910
Toiletries & drugs, household supplies

Private Label Manager (D-5)
Paul Karp
(718) 390-3913
Private label

Private Label Buyer
Lillian Menasche
(718) 390-3911
Auto parts & accessories

Buyer (C-4, C-9)
Jerry Greene
(718) 390-3912
Hardware/garden/pet supplies

Hard Lines Branch (MD3)
Manager
Position Vacant
(718) 390-3886

Senior Buyer (A-7, C-5)
B. L. "Ole" Olson
(718) 390-3882
Cameras, film & accessories, toys & wheel goods

Buyer (C-5)
Barry Flayton
(718) 390-3883
Toys & wheel goods

Senior Buyer (B-2, B-4, B-5, B-8, B-9)
William McKim
(718) 390-3878
Home furnishings, housewares, rugs, electrical appliances, consumer electronics, records and tapes

Buyer (B-2, B-4, B-8)
Daniel Walz
(718) 390-3880
Home furnishings, housewares, electrical appliances, giftware

Buyer (B-2, B-4, B-8)
Jules Weliky
(718) 390-3881
Home furnishings, housewares, furniture, rugs, electrical appliances

Buyer (A-8, B-5)
Cheryl Acampora
(718) 390-3879
Consumer electronics, musical instruments, video, personal computers, records and tapes

Senior Buyer (B-3, C-1, D-2, D-4)
Position Vacant
(718) 390-3908
Sporting goods, luggage & leather goods, jewelry

Buyer (B-3, C-1)
Tom Heffernan
(718) 390-3884
Sporting goods, luggage & leather goods

Buyer (D-2, D-4)
Margaret Walsh
(718) 390-3908
Jewelry, Fine jewelry

Senior Buyer (E-4, F-2)
Jeffrey Siegel
(718) 390-3896
Linens, domestics, fabrics & sewing accessories

Store Operations Division
(Exchange Operations Group)

Director
CDR John Flanagan, SC, USN
(718) 390-3847

Contract Concessionaire Specialist
Fed Schmel
(718) 390-3855

Special Requirements Coordinator
Marion Tierney
(718) 390-3867

Automotive and Personalized Services Branch (SOD1)
Manager
Michael Paolantonio
(718) 390-3849

Automotive Services Specialist
Greg Hallow
(718) 390-3851

Personalized Services Specialist
Irving Hochberg
(718) 390-3852

Optical/Flower Shop Specialist
Verdell Sanders
(718) 390-3850

Food Services & Vending Branch (SOD2)
Manager
Tom Kolstad
(718) 390-3861

Food Service Specialist
Joseph Allen
(718) 390-3861

Vending Specialist
Michael Dover
(718) 390-3863

Vending Specialist
Robert Elszy
(718) 390-3863

Retail Operations Branch (SOD3)
Manager
Chuck Stockburger
(718) 390-3680

Retail Operations Specialist
Jack Mahon
(718) 390-3854

Retail Operations Specialist
Rennie Aitkehead
(718) 390-3720

Office of Sales Coordination

Director
Joe LoCasto
(718) 390-3872

Visual Merchandising Specialist
Thom Speedling
(718) 390-3871

Visual Merchandising Specialist
Janet Whitley
(718) 390-3506

Visual Merchandising Specialist
Philip J. Fragale
(718) 390-3532

Sales Coordination Specialist
Barbara Wolk
(718) 390-3875

Sales Coordination Specialist
Holly Smith
(718) 390-3874

Sales Coordination Specialist
David Baker
(718) 390-3875

Sales Coordination Specialist
Karen Lee
(718) 390-3531

Fleet Support Group

Deputy Commander
CDR R. Emmett Durnan
(718) 390-3701

Naval Uniform Division
(Fleet Support Group)

Director
Charles Vaughn
(718) 390-3704

Uniform Requirements Branch (NUD1)
Senior Buyer (E-1)
Elaine Wyner
(718) 390-3708

Buyer (E-1)
Camille Gainsa
(718) 390-3707

Senior Uniform Inventory Specialist (L-1)
Ken Parrish
(718) 390-3702

Uniform Inventory Specialist (L-1)
Frank Cochran
(718) 390-3709

Uniform Inventory Specialist (L-1)
Clyde Dominick
(718) 390-3710

Supply System Analyst (L-1)
Virginia Costalas
(718) 390-3706

Supply System Analyst (L-1)
Walter Nowicki
(718) 390-3706

Supply/System Analyst (L-1)
Curtiss Geruldsen
(718) 390-3705

Made-to-Measure Program (NUD2)
Made-to-Measure Section Supervisor
Julio Salas
(718) 390-3814

Cost Accountant
Joseph Lauria
(718) 390-3815

Ships Stores Division
(Fleet Support Group)

Director
Louis J. Caputo
(718) 390-3838

Manager, Operations Branch (SSD1)
Position Vacant
(718) 390-3839

Operations Branch Specialist (SSD1)
Arlene Ingenito
(718) 390-3840

Operations Branch Specialist
Alice Pastore
(718) 390-3796

Fleet Operations Assistance Branch (SSD2)
Manager
John Dixon
(718) 390-3837

Ships Store Specialist (SSD2.1)
Walter L. Moore
(718) 390-3837

Manager, Habitability Assistance Branch (SSD3)
Bill Murray
(718) 390-3505

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Acquisition Management Division
(Contracts Group)

Contract Support Branch (CG1)
Manager
Alex Douvres
(718) 390-3535

System Wide Contracts Section
Supervisory Procurement Specialist
Anthony Acampora
(718) 390-3649

Procurement Specialist
Henry Link
(718) 390-3942

Procurement Specialist
Jennie Purpi
(718) 390-3946

Procurement Specialist
Leslie Gonzalez
(718) 390-3946

Procurement Specialist
Timothy Barden
(718) 390-3947

Procurement Specialist
Winona Frye
(718) 390-3946

Equipment Section
Supervisory Procurement Specialist
Lester Segarnick
(718) 390-3639

Procurement Specialist
Hilda Thomas
(718) 390-3940

Procurement Specialist
Helen Buscemi
(718) 390-3939

Procurement Specialist
Lou Becker
(718) 390-3940

Procurement Specialist
Lina Narduzzi
(718) 390-3939

Procurement Specialist
Hilda Thomas
(718) 390-3940

Appropriated Fund Section
Supervisory Procurement Specialist
John Cucciniello
(718) 390-3938

Procurement Specialist
Robert Mullen
(718) 390-3937

Procurement Specialist
Fran Ferrari
(718) 390-3937

Contract Management Review Branch (CG2)
Manager
Herb Friedland
(718) 390-3943

Contract Analyst
Kathleen Sullivan
(718) 390-3977

Contract Analyst
Rick Daniels
(718) 390-3978

Contract Analyst
George Harris
(718) 390-3977

Contract Analyst
Irving Medetsky
(718) 390-3972

Administrative Support Branch (CG3)
Manager
Josephine Cerenzio
(718) 390-3944

Contracting Policy Branch (CG4)
Manager
Jay Bernstein
(718) 390-3933

Procurement Analyst
Alexander Ricci
(718) 390-3932

Small Business Specialist
Frank Gelsomine
(718) 390-3932

Contracting Specialist
Anthony Koestler
(718) 390-3652

Quality Assurance
Joan Sclafani
(718) 390-3932

Distribution Management Division

Director
Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)
Manager
Michael G. Wovna
(718) 390-3949

Industrial Engineer
Peter Neff
(718) 390-3949/50/51

Distribution Specialist
R. G. Allen
(718) 390-3949/50/51

Distribution Specialist
Everett Cahn
(718) 390-3950

Distribution Specialist
Robert Pomaski
(718) 390-3949/50/51

Fashion Distribution Center, Bayonne, NJ
Distribution Manager
Richard J. Stone
(201) 437-8494/8495/8496

Traffic Branch (DMD2)
Manager
Arlene Ripp
(718) 390-3952

Assistant Traffic Manager
Edward Hinch
(718) 390-3954

Traffic Management Specialist
Christopher Ward
(718) 390-3953

NAVRESSO Field Support Offices (Exchanges & Commissaries)

C.O. indicates Commanding Officer
XO indicates Executive Officer

NAVRESSO Field Support Office
Davisville
North Kingstown, RI 02852-0799
C.O.: CDR Alan Verbic
XO: LCDR Lynn Schindel
Robert McRoberts, *Exchange Operations Mgr.*
John Covach, *Commissary Operations Mgr.*
(401) 294-9541 (401) 295-8882

NAVRESSO Field Support Office
Mechanicsburg
Box 2050
Mechanicsburg, PA 17055-0791
C.O.: CAPT G. A. Mastrandre
XO: CDR M. E. Hamman
Roger McCormick, *Exchange Operations Mgr.*
Richard Page, *Commissary Operations Mgr.*
(717) 790-5863

NAVRESSO Field Support Office
Norfolk
P.O. Box 15037
Norfolk, VA 23511-0001
C.O.: CAPT J. R. Akers
XO: CDR James Carbone
Joseph Diaz, *Exchange Operations Mgr.*
Lyle Thomas, *Commissary Operations Mgr.*
(804) 440-2399

NAVRESSO Field Support Office
Jacksonville
Naval Air Station, Box 13
Jacksonville, FL 32212
C.O.: CAPT J. W. Mitchell
XO: CDR Peter M. Davis
Frank Ilderton, *Exchange Operations Mgr.*
Jerry Mathiesen, *Commissary Operations Mgr.*
(904) 777-7075/7076/7077

NAVRESSO Field Support Office
San Diego
P.O. Box 150, Naval Station
San Diego, CA 92136-5150
C.O.: CAPT E. E. Auerbach
XO: CDR Robert Kurz
Joe Williams, *Exchange Operations Mgr.*
John Smekal, *Commissary Ops Mgr. (acting)*
(619) 237-5601/5602/5603

NAVRESSO Field Support Office
Oakland
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625-5025
C.O.: CAPT J. E. Kopp
XO: CDR Tom Chambers
Robert McGinty, *Exchange Operations Mgr.*
Paul Culver, *Commissary Ops Mgr. (acting)*
(415) 466-7020/7021

NAVRESSO Field Support Office
Auburn
2801 "C" St., S.W.
Auburn, WA 98001-7499
C.O.: CDR John Fyfe
XO: LCDR K. S. Holtsclaw
Charles Healy, *Exchange Operations Mgr.*
Edward Dove, *Commissary Operations Mgr.*
(206) 931-7665/7666

Commissary Store Regions

Navy Resale Activity
Dunstable, England
Box 46, FPO, NY 09510
OIC: LCDR David J. Hughes, SC, USN
Telephone:
Overseas Operator 011-44-582-699170

Navy Resale Activity
Naval Air Station
Pensacola, FL 32508-7000
OIC: CDR Daniel Flahiff
(904) 455-0392
Manager, Operations
Terry Hall
(904) 452-6380

Navy Resale Activity
Naval Air Station
Corpus Christi, TX 78419
OIC: LCDR Gregory Easton
(512) 939-3177/78

Navy Resale Activity
Bldg. 2600
Naval Training Center
Great Lakes, IL 60088
OIC: CDR Ted Brooks
(312) 689-8201

Navy Resale Activity
Naval Support Activity
Naples, Italy
Mailing Address: FPO NY 09521
OIC: LCDR Robert Brown, SC, USN
Telephone:
Overseas Operator 011-39-81-724-4730

Navy Resale Activity
Navy Base
Box 7
Pearl Harbor, HI 96860
OIC: CAPT Richard Ketcham
(808) 422-9449

Navy Resale Activity
U.S. Naval Station
Subic Bay, Luzon
Republic of the Philippines
Box 28, FPO San Francisco 96651
OIC: CDR Roland Griffin
Telephone:
Overseas Operator 011-63-89-882-9211

Navy Resale Activity
Yokosuka, Japan
Mailing Address: Fleet Activities, FPO Seattle 98762
OIC: CDR Dennis Achenbaugh
Telephone:
Overseas Operator 011-81-468-261-911

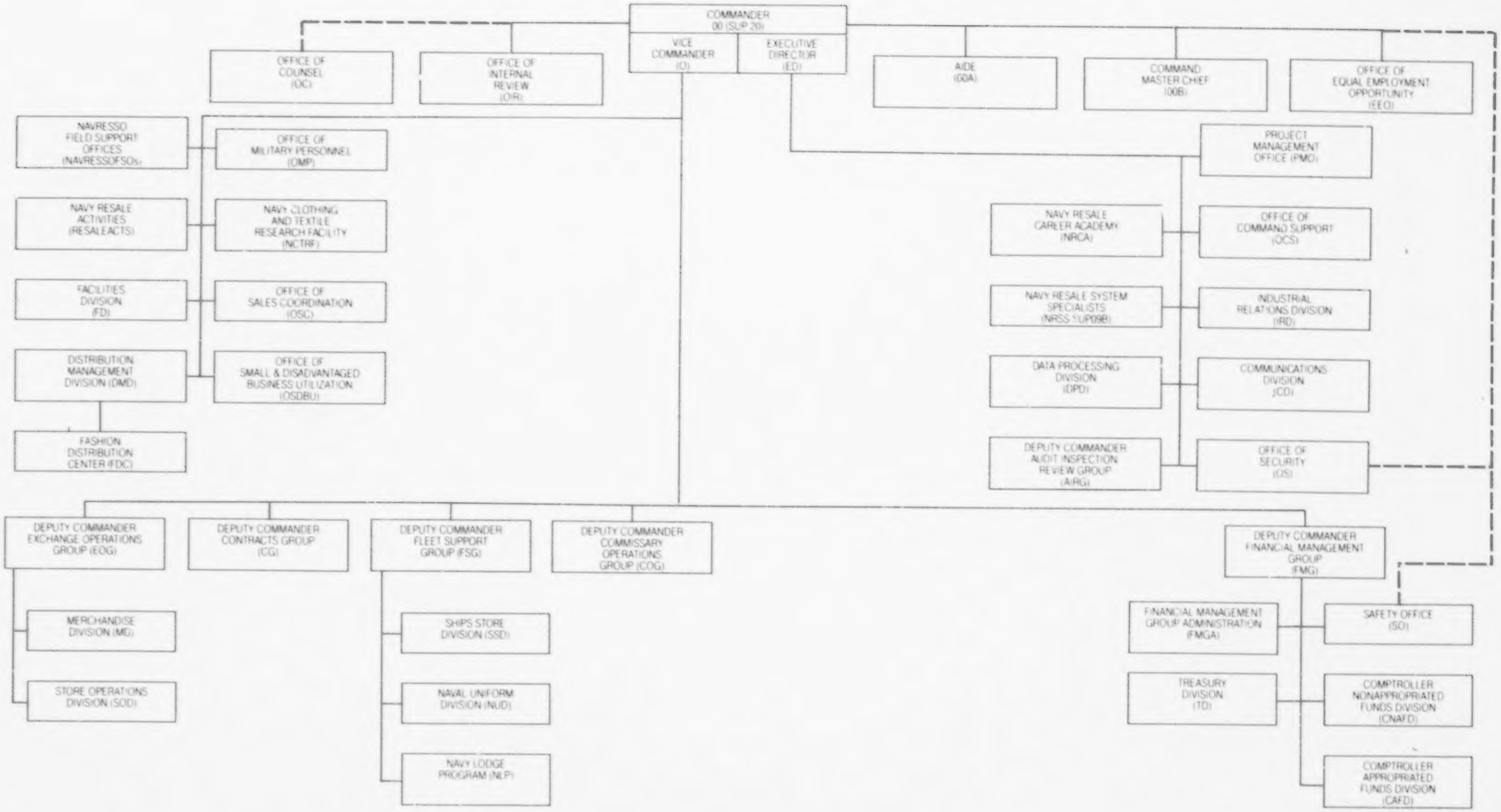
Navy Resale and Services Support Office

	Navy *Dept. Code*	FY85	FY86*
Retail Departments			
Automotive Accessories	C-8	$ 27,541,383	$ 11,335,051
Beverages (Case Beer & Soda)	A-6	66,861,992	28,782,493
Books & Periodicals	C-7	18,188,026	7,713,606
Boys Wear	G-2	10,345,847	3,650,665
Cameras & Photo Accessories	B-1	17,528,441	7,346,243
Candy & Confections	A-1	17,976,585	7,801,133
Consumer Electronics	B-5	112,521,040	50,437,828
Domestics	E-4	20,595,169	7,375,530
Electrical Appliances	B-4	34,768,008	12,912,533
Fabrics & Sewing Accessories	F-2	2,062,435	776,173
Family Shoes	E-7	22,748,505	9,721,376
Film & Accessories	A-7	10,864,965	4,064,840
Food Products (Convenience)	A-4	55,992,830	23,162,913
Fragrances & Cosmetics	D-5	22,149,256	7,847,053
Furniture	B-9	19,262,517	8,750,300
Garden Supplies & Outdoor Living	C-9	28,084,871	16,086,312
Girls Wear	G-1	10,357,136	3,887,485
Hardware & Pet Supplies	C-4	20,865,835	8,187,560
Home Furnishings & Giftware	B-8	29,816,699	10,739,845
Household Supplies	D-3	19,082,659	7,734,587
Housewares	B-2	16,671,595	6,445,232
Infants & Toddlers Wear	E-5	14,640,291	5,894,664
Intimate Apparel & Accessories	E-3	21,404,402	8,187,479
Jewelry	D-2	30,442,749	12,190,783
Luggage & Leather Goods	C-1	11,332,458	4,443,006
Mens Wear & Accessories	E-2	74,884,086	29,047,227
Party Goods & Greeting Cards	C-3	15,182,145	5,273,819
Records & Tapes	A-8	30,004,554	11,547,985
Sporting Goods	B-3	19,219,149	8,481,816
Stationery	C-2	16,123,557	6,096,419
Tobacco & Smoking Accessories	A-2	107,261,553	43,397,370
Toiletries & Drugs	D-1	47,087,060	20,094,449
Toys & Wheel Goods	C-5	25,688,645	5,006,979
Uniforms & Accessories	E-1	50,028,816	21,713,174
Watches & Accessories	D-4	13,082,699	4,776,504
Womens Ready-to-Wear	E-8	32,174,077	14,523,534
Total Retail		**$1,101,850,019**	**$448,616,479**
Service Departments			
Automotive Services & Labor	J-5	7,576,146	3,069,908
Barber Shops	J-1	12,195,171	4,927,460
Beauty Salons	J-2	4,979,647	1,677,426
Flower Shops	K-3	8,479,994	3,783,810
Food Service	K-4	104,472,049	37,224,913
Gasoline	J-3	126,024,954	43,644,120
Laundry & Dry Cleaning	M-1	18,014,088	7,731,913
Motor Oil	J-4		
Optical	K-2	8,951,727	3,846,998
Personalized Services	M-2	52,421,772	16,496,584
Navy Uniform Clothing Stores	L-1	14,554,137	5,722,077
Vending Machines	M-3	123,248	24,690
Total Services		**$ 440,777,264**	**$161,565,905**
Ships Stores		99,164,901	28,796,089
Soft Drink Vending Machines		20,370,521	6,340,757
Total Ships Stores		**$ 119,500,000**	**$ 35,136,846**
Clothing & Small Stores		20,810,356	8,793,669
Total Worldwide		**$1,662,127,283**	**$645,319,230**

*Sales are worldwide; FY86 sales are preliminary for first 5 months (February–June).

Note: Navy's ships stores, as commissaries, are on the federal fiscal year (October 1–September 30).

NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)


COMMANDER 00 (SUP 20)
VICE COMMANDER (O)
EXECUTIVE DIRECTOR (ED)
OFFICE OF COUNSEL (OC)
OFFICE OF INTERNAL REVIEW (OIR)
AIDE (00A)
COMMAND MASTER CHIEF (00B)
OFFICE OF EQUAL EMPLOYMENT OPPORTUNITY (EEO)
NAVRESSO FIELD SUPPORT OFFICES (NAVRESSOFSOs)
NAVY RESALE ACTIVITIES (RESALEACTS)
FACILITIES DIVISION (FD)
DISTRIBUTION MANAGEMENT DIVISION (DMD)
FASHION DISTRIBUTION CENTER (FDC)
OFFICE OF MILITARY PERSONNEL (OMP)
NAVY CLOTHING AND TEXTILE RESEARCH FACILITY (NCTRF)
OFFICE OF SALES COORDINATION (OSC)
OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION (OSDBU)
PROJECT MANAGEMENT OFFICE (PMO)
NAVY RESALE CAREER ACADEMY (NRCA)
OFFICE OF COMMAND SUPPORT (OCS)
NAVY RESALE SYSTEM SPECIALISTS (NRSS SUP09B)
INDUSTRIAL RELATIONS DIVISION (IRD)
DATA PROCESSING DIVISION (DPD)
COMMUNICATIONS DIVISION (CD)
DEPUTY COMMANDER AUDIT INSPECTION REVIEW GROUP (AIRG)
OFFICE OF SECURITY (OS)
DEPUTY COMMANDER EXCHANGE OPERATIONS GROUP (EOG)
MERCHANDISE DIVISION (MD)
STORE OPERATIONS DIVISION (SOD)
DEPUTY COMMANDER CONTRACTS GROUP (CG)
DEPUTY COMMANDER FLEET SUPPORT GROUP (FSG)
SHIPS STORE DIVISION (SSD)
NAVAL UNIFORM DIVISION (NUD)
NAVY LODGE PROGRAM (NLP)
DEPUTY COMMANDER COMMISSARY OPERATIONS GROUP (COG)
DEPUTY COMMANDER FINANCIAL MANAGEMENT GROUP (FMG)
FINANCIAL MANAGEMENT GROUP ADMINISTRATION (FMGA)
SAFETY OFFICE (SO)
TREASURY DIVISION (TD)
COMPTROLLER NONAPPROPRIATED FUNDS DIVISION (CNAFD)
COMPTROLLER APPROPRIATED FUNDS DIVISION (CAFD)

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Breast-Turkey
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US ARMY TROOP SUPPORT AGENCY (TSA)

Bldg. P-12400
Ft. Lee, VA 23801-6020
Phone: (804) 734-3600/Autovon 687-3600
Commander: Brigadier General James S. Hayes, USA

BG Hayes

Charles Fulmore

Key Headquarters Personnel

Commander
BG James S. Hayes, USA
(804) 734-3600

Deputy to the Commander (Commissary Service)
Charles E. Fulmore
(804) 734-1600

Deputy Commander (Mission Services)
COL Oran F. McLemore, USA
(804) 734-4206

Command Sergeant Major
CSM Harold L. McGaugh, USA
(804) 734-4816

Chief of Staff
COL Paul A. Fleming, USA
(804) 734-2202

Personal/Special Staff

Headquarters Detachment
CPT Schuyler D. Wires
(804) 734-4816

Aide-de-Camp
1LT Michael J. Titone
(804) 734-2856

Inspector General
COL Robert T. Brafford
(804) 734-3437

General Counsel
Charles R. Gray
(804) 734-4156

Chief/Acquisition Management Office
Crosby H. Johnson
(804) 734-3263

Vet Staff Officer
COL John T. Ervin
(804) 734-2867

Public Affairs Officer
Florence I. Dunn
(804) 734-3060

Chief/Internal Review Office
Ben E. Mikell
(804) 734-2347

Equal Employment Manager/Equal Opportunity Officer
James A. Canady, Sr.
(804) 734-3488

Reserve Component Support Office
CW3 William H. Mixon
(804) 734-3265

Joint Technical Staff, Army Rep/Natick R&D Center
Vacant
(617) 651-4921

TSA Defense Personnel Support Center Liaison Officer
MAJ Michael J. Dowling
(215) 952-4251

Directorate of Commissary Operations

Director/Commissary Operations
Hugh M. Hodges, Jr.
(804) 734-1742

Deputy Director/Commissary Operations
Vacant
(804) 734-1548

Chief/Program Analysis Division
Charles K. Franciscus
(804) 734-4268

Chief/Operations Division
Austin K. Smith
(804) 734-1731

Chief, Merchandising/Marketing Branch
Chet Boutelle
(804) 734-2410

Chief/Plans Division
Paul W. McCarthy
(804) 734-4248

Directorate of Resource Management

Director/Resource Management
Rosemary H. Buettner
(804) 734-2652

Deputy Director/Resource Management
Vacant
(804) 734-1335

Chief/Productivity Improvement Division
Wayne J. Correia
(804) 734-1855

Chief/Accounting and Finance Division
Ann P. Andrews
(804) 734-3348

Chief/Budget Division
Frances F. Fleming
(804) 734-3358

Directorate of Food Service

Director/Food Service
COL David D. Dee, USA
(804) 734-3145

Deputy Director/Food Service
Mark E. McCormack
(804) 734-2555

Chief/Dietary Program Division
Alice V. Skinner
(804) 734-3951

Chief/Troop Subsistence Division
LTC Gilbert G. Humphrey, USA
(804) 734-4147

Chief/Food Management Assistance Team Division
LTC Richard W. Gates, Jr.
(804) 734-2511

Chief/Troop Food Service Division
LTC Frank Isom, Jr.
(804) 734-1868

Directorate of Clothing and Services

Director/Clothing and Services
John W. Jones
(804) 734-2463

Chief/Laundry and Dry Cleaning Division
Claude T. Rudd
(804) 734-3713

Chief/Clothing and Individual Equipment Division
W. Douglas Temple
(804) 734-1533

Directorate of Engineering and Materiel

Director/Engineering and Materiel
COL John P. Ratcliffe, USA
(804) 734-2426

Deputy Director/Engineering and Material
Marvin X. Beck
(804) 734-2426

Chief/Engineering Design Division
John D. Figueiras
(804) 734-1643

Chief/Facilities and Materiel Management Division
David H. Freedman
(804) 734-3216

Directorate of Systems Automation

Director/Systems Automation
COL Charles E. Evans, Jr., USA
(804) 734-1951

Deputy Director/Systems Automation
J. Dolores Klepper
(804) 734-2247

Chief/Systems Management Division
MAJ Thomas E. Thompson
(804) 734-5369

Chief/Systems Support Division
Vacant
(804) 734-2247

Directorate of Personnel, Training and Administration

Director/Personnel, Training and Administration
LTC Harry O. Patteson, Jr.
(804) 734-1242

Chief/Administrative and Services Division
Charles V. Riddick
(804) 734-4168

Chief/Civilian Personnel Division
Winfred L. Hasty, III
(804) 734-1333

TSA Buying Procedures

National and regional brand name items sold in Army commissaries are selected at the Commissary Region level, based on criteria established by the individual Regions. Companies desiring to introduce new items available on a national or regional basis may make presentations to TSA Headquarters, the Regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through Blanket Delivery Orders issued by TSA Regions. The Blanket Delivery Order sets forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Items obtained based on a purchase description such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

Items which are not available from DPSC's Supply Bulletins or competitive contracts are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with companies who have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

TSA Commissary Regions

Southeast Commissary Region

Ft. Lee, VA 23801-6025
(804) 734-4666

Director
Cecil E. Saunders
(804) 734-4492

Deputy Director
Cecil J. Boggs, Jr.
(804) 734-4666

Chief/Logistics Management Division
Frank Warner
(804) 734-4910

Chief/Resource Management Division
Mary Atwater
(804) 734-2234

Chief/Accounting Branch
Louise Wilson
(804) 734-2297

Chief/Contracting Division
Patsy Christopher
(804) 734-3834

Chief/Management Information Systems Division
Herb Funk, Jr.
(804) 734-4463

Chief/Operations Division
Scott Simpson
(804) 734-1166

Chief/Operations & Services Branch
Tom Kiefer
(804) 734-3448

Chief/Meat & Produce Operations Branch
Leroy Anderson
(804) 734-2236

Northeast Commissary Region

Fort George G. Meade, MD 20755-5220
(301) 677-5689

Director
Roy H. Ballinger
(301) 677-5689

Deputy Director
Jacques B. Loraine, Jr.
(301) 677-4932

Chief/Resource Management Division
F. R. Verrier
(301) 677-5415

Chief/Accounting Branch
Cephas D. Thornton
(301) 677-4775

Chief/Contracting Division
Lavern S. Godard
(301) 677-4411

Chief/Management Information Systems Division
Bernard H. Koester
(301) 677-5462

Chief/Operations Division
Brian C. Hood
(301) 677-4958

Acting Chief/Merchandising & Management Division
Bruce Schultz
(301) 677-5337

Chief/Operations & Services Branch
Paul Rhodes
(301) 677-4958

Chief/Store Support Branch
Fred R. Jackson
(301) 677-4958

Chief/Logistics Management Div.
Linda R. Kadlub
(301) 677-3893

Midwest Commissary Region

Fort Sam Houston, TX 78234-5000
(512) 221-5684

Director
William D. Smith
(512) 221-5684

Deputy Director
Ronald E. Renaud
(512) 221-6190

Chief/Contracting Division
Juandelle (Jaye) Goacher
(512) 221-5280

Chief/Resource Management Division
M. Lee Tredway
(512) 221-6290

Chief/Accounting Branch
Ross Lisman
(512) 221-6195

Chief/Management Information Systems Division
Jerry J. Roberts
(512) 221-5398

Chief/Operations Division
Jim Davidson
(512) 221-6488

Chief/Operations & Services Branch
Bob Cross
(512) 221-6793

Chief/Support Branch
MAJ Ronald Colbeck
(512) 221-6488

Chief/Logistics Management Division
Arlis Olson
(512) 221-6496

Chief/Merchandising Branch Division
Jerry Brazil
(512) 221-6488

Western Commissary Region

Fort Lewis, WA 98433-5000
Phone: (206) 967-3364

Commander
COL Charles M. Wiker, USA
(206) 967-3364

Deputy to the Commander
John D. Rose
(206) 967-3364

Chief/Logistics Management Division
Gloria Ellis
(206) 967-5352

Chief/Resource Management Division
Marie Holloway
(206) 967-4572

Chief/Contracting Division
Hildegard Choate
(206) 967-4660

Chief/Management Information Systems Division
Ronald Greening
(206) 967-3671

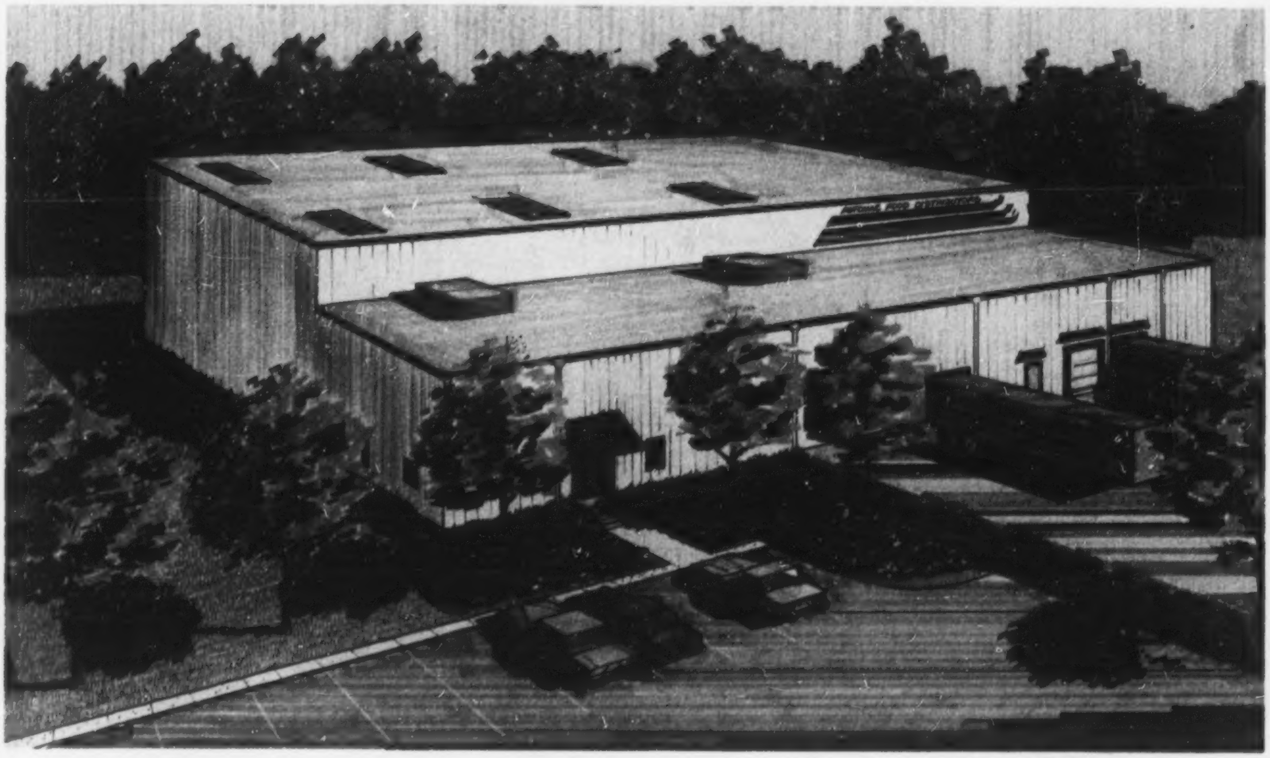
Chief/Operations Division
Delmar V. Craig
(206) 967-2843

Chief/Merchandise Management Branch
David Warnke
(206) 967-2838

Chief/Operations Branch
Charles D. Stoebner
(206) 967-2838

Chief/Support Branch
D. Tsugio Sakuma
(206) 967-2838

POTOMAC FOOD DISTRIBUTORS



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APO New York 09052-4365
Zweibruecken, Germany
Phone:
Zweibruecken Military
(06332-86 + extension)

Commander
COL Neil W. Meoni, USA
x7192

Deputy to the Commander
Dennis A. Syracuse
x6515

Chief/Resource Management Division
Edward L. Froschauer
x7113

Chief/Accounting Branch
Raymond Saelens
x6238

Civilian Personnel Advisor
Vacant
x7228

Chief/Logistics Management Division
MAJ (P) David Seaberg
x7129

Assistant Chief, Logistics Management Division
Margaret DeHaven
x7129

Chief/Inventory Management Branch
David L. Tindall
x8337

Chief/Commissary Operations Division
Edward F. Wenglowski
x6515

Chief/Management Information Systems Division
MAJ Russell A. Olsen
x6510

TSA Commissary Sales
By Department
FY80–FY86*

	Grocery	Meat	Produce	Total
FY80	$ 991,746,296	$257,653,236	$57,799,913	$1,307,199,445
FY81	1,086,715,268	274,544,491	64,971,540	1,426,241,299
FY82	1,151,424,429	281,939,767	67,920,681	1,501,284,877
FY83	1,216,401,995	273,193,907	65,660,654	1,555,256,556
FY84	1,256,697,419	263,381,145	69,896,468	1,589,975,032
FY85	1,299,157,503	207,497,920	66,992,174	1,573,647,597
*FY86	662,226,888	112,889,884	33,369,088	808,485,860

*FY86 sales data are preliminary and include first six months (October–March) only.

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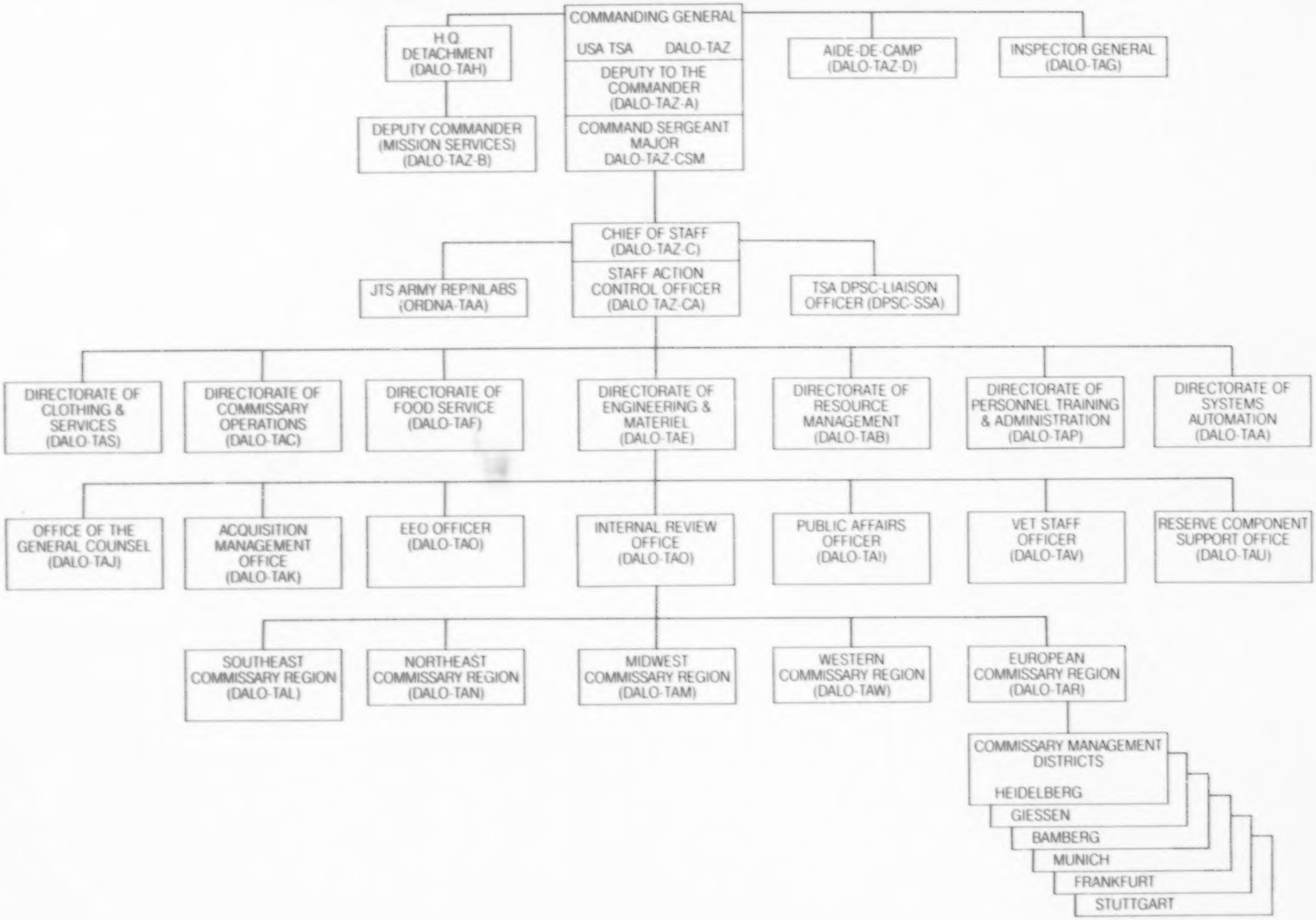
U.S. ARMY TROOP SUPPORT AGENCY


COMMANDING GENERAL
USA TSA DALO-TAZ
DEPUTY TO THE COMMANDER (DALO-TAZ-A)
COMMAND SERGEANT MAJOR DALO-TAZ-CSM
H.Q. DETACHMENT (DALO-TAH)
DEPUTY COMMANDER (MISSION SERVICES) (DALO-TAZ-B)
AIDE-DE-CAMP (DALO-TAZ-D)
INSPECTOR GENERAL (DALO-TAG)
CHIEF OF STAFF (DALO-TAZ-C)
STAFF ACTION CONTROL OFFICER (DALO TAZ-CA)
JTS ARMY REP/NLABS (ORDNA-TAA)
TSA DPSC-LIAISON OFFICER (DPSC-SSA)
DIRECTORATE OF CLOTHING & SERVICES (DALO-TAS)
DIRECTORATE OF COMMISSARY OPERATIONS (DALO-TAC)
DIRECTORATE OF FOOD SERVICE (DALO-TAF)
DIRECTORATE OF ENGINEERING & MATERIEL (DALO-TAE)
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DIRECTORATE OF SYSTEMS AUTOMATION (DALO-TAA)
OFFICE OF THE GENERAL COUNSEL (DALO-TAJ)
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INTERNAL REVIEW OFFICE (DALO-TAO)
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VET STAFF OFFICER (DALO-TAV)
RESERVE COMPONENT SUPPORT OFFICE (DALO-TAU)
SOUTHEAST COMMISSARY REGION (DALO-TAL)
NORTHEAST COMMISSARY REGION (DALO-TAN)
MIDWEST COMMISSARY REGION (DALO-TAM)
WESTERN COMMISSARY REGION (DALO-TAW)
EUROPEAN COMMISSARY REGION (DALO-TAR)
COMMISSARY MANAGEMENT DISTRICTS
HEIDELBERG
GIESSEN
BAMBERG
MUNICH
FRANKFURT
STUTTGART

U.S. COAST GUARD (RESALE AND SUBSISTENCE DIVISION)

Address:
Commandant
U.S. Coast Guard (G-FRS)
Washington, D.C. 20593
Phone: (202) 267-1196
Chief, Resale and Subsistence Division: Commander Jack Voden, USCG

CDR Voden

Key Personnel

Chief, Resale and Subsistence Division
CDR Jack Voden, USCG
(202) 267-1196

Chief, Resale Systems Branch
Mark E. Carscallen
(202) 267-0727

Program Analyst
Ralph J. Driscoll
(202) 267-0729

Buying Procedures

The Coast Guard Resale System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity (NAFA) administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit NAFA; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to two appropriated fund commissary stores at Governors Island, NY and Kodiak, AK. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Resale and Subsistence Division provides support to Coast Guard appropriated fund military uniform stores.

Nonappropriated Fund Activities & NAFA Officers

First Coast Guard District

USCG Air Station Cape Cod
Otis AFB, MA 02542
LTJG Tim Brown, USCG
(617) 968-5635

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
CWO John Eve, USCG
(617) 223-3373

USCG Base
259 High Street
South Portland, ME 04106
CWO Tom Bussiere, USCG
(203) 799-5530

Third Coast Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Charles McCarthy, USCG
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO C. Newton, USCG
(212) 615-2465

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
CWO Ed Reecely, USCG
(919) 338-3941/ext. 471

USCG Support Center
4000 Coast Guard Blvd.
Portsmouth, VA 23703
CWO S. Brooks, USCG
(804) 483-8612

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
W. Leon
(809) 725-5671

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO John Sparrow, USCG
(305) 672-7443

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
CWO Tom Ballard, USCG
(813) 893-3454

USCG Air Station Borinquen
Aquadilla, PR 00604
Ms P. Mercado
(809) 890-3127

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
CWO Earl Hutchens, USCG
(305) 681-3591

Eighth Coast Guard District

USCG Base Mobile
Bldg. 101 Brookley Complex
Mobile, AL 36615
CWO Robert Brickwedde, USCG
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District
703 Eagle Avenue
Cleveland, OH 44115
CWO Dave Brockes, USCG
(216) 522-4436

USCG Air Station
Traverse City, MI 49684
Lt. John Glen, USCG
(616) 946-4650

Thirteenth Coast Guard District

USCG Support Center
1519 Alaska Way South
Seattle, WA 98134
CWO William Hoit, USCG
(206) 442-4371

USCG Group Astoria
Box 950, Route 1
Warrenton, OR 97146
CWO W. Carnegie, USCG
(503) 325-4120

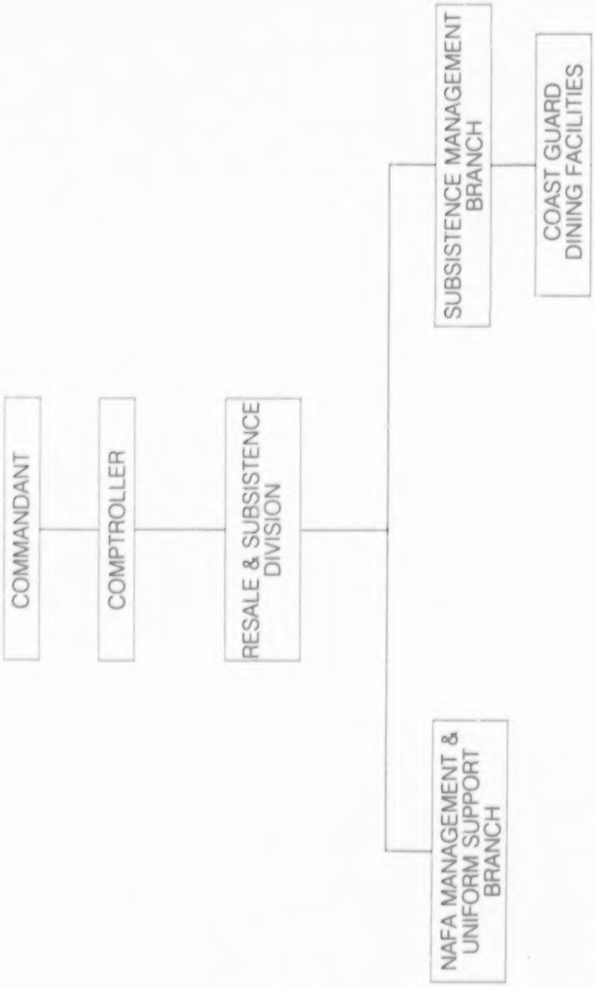
USCG Air Station
2000 Connecticut Avenue
North Bend, OR 97459
CWO J. Huard, USCG
(503) 756-4141

USCG Air Station
Port Angeles, WA 99362
CWO Maurice Gardner, USCG
(206) 457-4401/ext. 264

Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
LTJG Joe Kuhl, USCG
(808) 546-7188

U.S. COAST GUARD


COMMANDANT
COMPTROLLER
RESALE & SUBSISTENCE DIVISION
SUBSISTENCE MANAGEMENT BRANCH
COAST GUARD DINING FACILITIES
NAFA MANAGEMENT & UNIFORM SUPPORT BRANCH

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Tamper resistant package itself

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U.S. Coast Guard (Resale Systems Division)

Seventeenth Coast Guard District

USCG Support Center
Kodiak, AK 99619
LT Ronald Johnson, USCG
(907) 487-5353

Headquarters Units

USCG Academy
New London, CT 06320
LT John Kress, USCG
(203) 444-8444/ext. 540

USCG ATC Mobile
Mobile, AL 36608
LT Jim McKnight, USCG
(205) 534-9319

USCG TRACEN Petaluma
Petaluma, CA 94952
CWO Pat Wills, USCG
(707) 778-2304

USCG Reserve Training Center
Yorktown, VA 23690
LCDR Lynn Hayes, USCG
FTS 827-2011

USCG Training Center
Alameda, CA 94501
CWO S. Shetler, USCG
(415) 273-6181

Coast Guard Commissary Stores

USCG Support Center
Bldg. 680
Governors Island
New York, NY 10004
Manager: CWO Ed Aquia
(212) 668-7348/3425
FY85 Sales: $3,398,000

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
Manager: Mr. Dennis Fish
(907) 487-5209
FY85 Sales: $3,441,000

Coast Guard NAFA Sales
FY81–FY85

NAF Activity	**FY81**	**FY82**	**FY83**	**FY84**	**FY85**
Exchanges	$49,800,000	$49,824,000	$ 55,000,000	$ 52,443,000	$ 53,049,073
Clubs	5,500,000	4,950,000	2,500,000	3,275,000	2,627,061
Package Stores	16,400,000	16,550,000	17,000,000	16,442,000	18,267,429
Grocery Stores	21,500,000	22,400,000	22,000,000	20,209,000	19,446,872
Direct Vending/Services	—	—	9,800,000	8,931,000	9,871,143
Total	**$93,200,000**	**$93,724,000**	**$106,300,000**	**$101,300,000**	**$103,270,578**

Note: Direct vending and services sales data for FY81–FY82 is excluded for summary purposes.

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT BRANCH)

Commandant (G-FRS-2)
U.S. Coast Guard
Washington, D.C. 20593
Location:
2100 Second Street, S.W.
Washington, D.C. 20593
Phone: (202) 267-2557
Chief, Subsistence Management Branch: LCDR D. F. Van Riper, USCG

LCDR Van Riper

Key Personnel
Subsistence Management Section

Chief
LCDR Drew Van Riper, USCG
(202) 267-2557

Assistant Chief
CWO Opry Malonzo, USCG
(202) 267-2557

Coast Guard Dining Facility Analyst
SSCM Leo Cachuela, USCG
(202) 267-2557

Coast Guard Dining Facility Analyst
SSCM Rodie Tarr, USCG
(202) 267-2557

Buying Procedures

The Coast Guard Subsistence Management Branch gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Branch operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

Your partner in sales today and tomorrow.

Wise Ridgies
Natural Flavor
Clover Club
Golden Potato Chips
Potato Chips
Geisor's
Potato Chips
Deli
Guy's
Buckeye
Value Pack
Cottage Fries
Puffed cheez doodles
Seyferts
Butter Pretzels
Sour Cream
Fudge Brownies
Cavatelli
Krylon
Rust Magic
Lady Borden
Auto Polish
Rain Dance
Cottage Cheese
Realemon
Lemon Juice
Cracker Jack
Country store
deskmate
Elmer's
Cremora
Melba Rounds
Borden
Stix All
Borden Homogenized Vitamin D Milk
Borden
Campfire
Kava
Yankee Doodles
Rama
Wyler's
Creamettes

BORDEN IF IT'S BORDEN—IT'S GOT TO BE GOOD

U.S. MARINE CORPS (COMMISSARY SERVICE BRANCH)

Location: Commonwealth Bldg., Room 672
1300 Wilson Blvd., Arlington (Rosslyn), VA
Mailing Address: Hqrts., U.S. Marine Corps,
Code LFS-1, Washington, D.C. 20380
Telephone: (202) 694-8616

BGen Hoar

Robert Oliver

Joseph Jeu

Key Personnel

Director, Facilities and Services Division
BGen Joseph P. Hoar, USMC
(202) 694-2588

Head, Services Branch
Robert J. Oliver
(202) 694-2571

Commissary Program Manager
Joseph H. Jeu
(202) 694-8616

Program Analyst
Pamela Pervier LaRue
(202) 694-8616

Buying Procedures

Vendors who are interested in marketing their products in Marine Corps commissary stores are encouraged to contact the East and West Coast Commissary Complex offices and each individual commissary store. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissary stores for consideration.

Sales Promotions: Marine Corps commissaries are prepared to avail themselves of all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

West Coast Commissary Complex Distribution Center & Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Joseph (Rocky) Jones
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Don Evans
(602) 726-2245

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Air Station (Iwakuni, Japan)
FPO Seattle 98764
Manager: Vacant
O/S Operator: (0827) 21-4171

East Coast Complex Distribution Center & Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Mary S. Wood
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Wally Cole
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Gerald Timon (Acting)
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Phil Recchia
(919) 447-2061

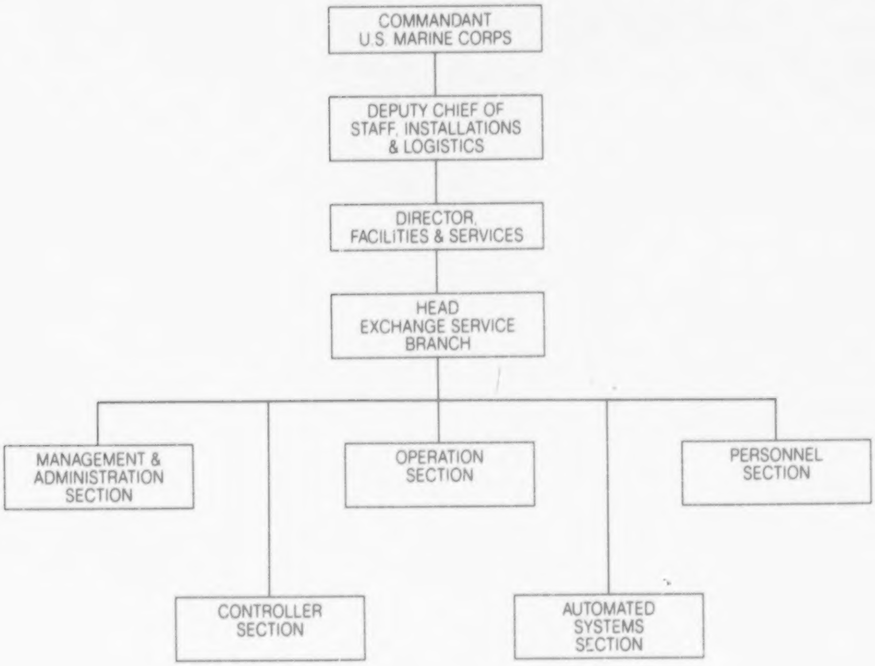
Commissary Store*
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-5258

Commissary Store*
Marine Corps Development & Education Command
Quantico, VA 22134
Manager: Arnold Glaz
(703) 640-2476

Marine Commissary Sales ($ In Millions)

FY	Sales	% Increase
76	82.4	—
77	86.4	4.9
78	92.8	7.4
79	100.8	8.6
80	108.0	7.1
81	119.9	11.0
82	125.5	4.7
83	132.8	5.8
84	151.0	13.7
85	162.2	7.7

U.S. MARINE CORPS EXCHANGE SERVICE BRANCH


COMMANDANT U.S. MARINE CORPS
DEPUTY CHIEF OF STAFF, INSTALLATIONS & LOGISTICS
DIRECTOR, FACILITIES & SERVICES
HEAD EXCHANGE SERVICE BRANCH
MANAGEMENT & ADMINISTRATION SECTION
OPERATION SECTION
PERSONNEL SECTION
CONTROLLER SECTION
AUTOMATED SYSTEMS SECTION

U.S. MARINE CORPS (EXCHANGE SERVICE BRANCH)

Location: Bldg. #3044, Marine Corps Base, Quantico, VA
Mailing Address: Marine Corps Exchange Service
P.O. Box 1834, Quantico, VA 22134-0834
Phone: (703) 640-6156
Head: Colonel William R. Irwin, USMC

Col. Irwin

Carl Land

Key Personnel

Head
Col. William R. Irwin, USMC
(703) 640-6156

Assistant Head
Carlton E. Land
(703) 640-6156

Operations Officer
Irv Feinberg
(703) 640-6156

Administrative Assistant to the Operations Officer
Mary Raines
(703) 640-6156

Coordinator, Military Clothing Sales
Corinne Rosema
(703) 640-6156

Chief Auditor
Eugene W. Houser
(703) 640-6156

Personnel Officer
Anthony Parrish
(703) 640-6156

Training Specialist
Sam Pitts
(703) 640-6156

Controller
Devon Mogan
(703) 640-6156

Administration Officer
Raymond J. Glodowski
(703) 640-6156

Data Processing Manager
Vic Culp
(703) 640-6156

Management Information Systems
Howard Watson
(703) 640-6156

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

Exchange Stores & Managers Domestic

Marine Corps Base
Camp Pendleton, CA 92055-5003
Lt. Col. Ben W. King, USMC
(619) 725-6233

Marine Corps Base
Camp Lejeune, NC 28542-5003
Lt. Col. Dorsey Robinson, USMC
(919) 451-2481

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Maj. Ralph Diaz, USMC
(714) 551-6532

Marine Corps Development and Education Command
Quantico, VA 22134-0229
Lt. Col. Thomas Loughlin, USMC
(703) 640-7171

Marine Corps Recruit Depot
San Diego, CA 92140-5003
Jerry Falco
(619) 297-2500

Marine Corps Recruit Depot
Parris Island, SC 29905-5003
Maj. Gerald Schoppe, USMC
(803) 525-3301

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003
Lt. Carson Dykes, USMC
(619) 368-6163

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt. Mike B. Hayes, USMC
(919) 447-4223

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22214-5003
Maj. Mary L. Hicks, USMC
(703) 979-8420

Marine Corps Air Station
Yuma, AZ 85364-5003
Lt. Walter Gillies, USMC
(602) 726-2363

Camp Elmore
U.S. Marine Corps
Norfolk, VA 23511-5003
Lt. Billy E. Athey, USMC
(804) 423-1187

Marine Corps Logistics Base
Albany, GA 31704-5003
Lt. Richard L. French, USMC
(912) 888-6801

Marine Corps Logistics Base
Barstow, CA 92311-5003
Lt. Gregory Wheat, USMC
(619) 256-0212

Exchange Stores & Managers Overseas

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Capt. Pat J. Stokes, USMC
(808) 257-2111

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
Capt. Alford LaPorte, USMC
O/S Operator: 087-21-4171

Marine Barracks, Box 32
Guantanamo Bay, Cuba
FPO New York 09593-9000
Lt. David Babicki, USMC
O/S Operator: 2570

Marine Barracks
Panama
FPO Miami 34061-9000
Lt. Leo Bueno
O/S Operator: 84-5374

Sales Promotion Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Many of the sales promotion event themes used by the Navy Exchange Program are also employed by individual Marine exchanges. Specific dates for particular events are at best approximate and may vary by location. Only one event—the Annual Anniversary Sale, scheduled mid-September each year—is planned and directed by the Marine Corps Exchange Service Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed on this page.

MARINE CORPS EXCHANGE SYSTEM SALES FOR THE PERIOD 27 JANUARY, 86 THRU 31 MAY 1986

CONUS EXCHANGES	DIRECT SALES	INDIRECT SALES	1986 TOTAL SALES	1984 TOTAL SALES	% INCREASE OR (DECREASE) 86/85	EXCHANGE NET PROFIT	%PROFIT TO TOTAL SALES
CAMP PENDLETON	$19,172,564	$3,924,896	$23,097,460	$24,100,899	(4.16)	$1,070,414	4.63
CAMP LEJEUNE	20,279,603	2,041,923	22,321,526	23,107,106	(3.40)	1,183,524	5.30
EL TORO	12,833,209	1,166,634	13,999,843	15,640,608	(10.49)	417,672	2.98
QUANTICO	10,365,259	471,681	10,836,940	11,274,790	(3.88)	476,872	4.40
SAN DIEGO	8,398,239	627,941	9,026,180	9,490,434	(4.89)	283,677	3.14
CHERRY POINT	7,261,920	1,416,403	8,678,323	7,850,493	10.54	470,932	5.43
PARRIS ISLAND	7,259,976	605,877	7,865,853	7,607,291	3.40	328,567	4.18
TWENTYNINE PALMS	7,364,127	357,137	7,721,264	7,922,429	(2.54)	417,372	5.41
HENDERSON HALL	3,331,011	210,072	3,541,083	3,716,426	(4.72)	34,166	.96
YUMA	2,986,726	356,812	3,343,538	3,149,190	6.17	137,819	4.12
CAMP ELMORE	1,598,413	138,277	1,736,690	1,783,434	(2.62)	13,292	.77
ALBANY	1,405,665	72,608	1,478,273	1,384,724	6.76	50,904	3.44
BARSTOW	711,390	169,323	880,713	868,982	1.35	16,270	1.85
TOTAL	**$102,968,102**	**$11,559,584**	**$114,527,686**	**$117,896,000**	**(2.86)**	**$4,901,481**	**4.28**
OVERSEAS EXCHANGE							
KANEOHE BAY	$10,359,962	$ 748,703	$11,108,665	$10,971,284	1.25	$ 483,566	4.35
IWAKUNI	4,258,276	1,412,036	5,670,312	5,652,595	.31	229,885	4.05
GUANTANAMO BAY	1,599,650	12,673	1,612,323	1,784,442	(9.65)	68,068	4.22
PANAMA	1,188,007	148,463	1,336,470	1,164,717	14.75	94,921	7.10
TOTAL	**$17,405,895**	**$2,321,875**	**$19,727,770**	**$19,573,038**	**.79**	**$ 876,440**	**4.44**
GRAND TOTAL	**$120,373,997**	**$13,881,459**	**$134,255,456**	**$137,469,844**	**2.34**	**$5,777,921**	**4.30**

VETERANS CANTEEN SERVICE (VCS)

Central Office (133)
Veterans Administration
810 Vermont Avenue, N.W.
Washington, D.C. 20420
Phone: (202) 376-8132
Acting Director: T. Alvin Kepley

Key Personnel

Acting Director
T. Alvin Kepley
(202) 376-8132

Merchandise Division & Buyers

Chief, Merchandise Division
Neil C. Whittle
(202) 376-8140

Buyer for Men's Clothing
Russell Bouck
(202) 376-8141

Buyer for Toiletries/Fragrances
Ellen K. Hennessy
(202) 376-8142

Buyer for Ladies Clothing, Accessories & Intimate Apparel and Tobacco
Mary Anne Melville
(202) 376-8142

Buyer for Candy/Sundries
David W. Sorensen
(202) 376-8142

VCS Finance Center

VCS Finance Center
Federal Building
405 S. Tucker Boulevard
St. Louis, MO 63101
Director: Art Austermann
Assistant Director: Paul Freiert

VCS Buying Procedures

The majority of retail Veterans Canteen Service procurement is handled from its Washington, D.C.-based central office. Vendors are prohibited from calling on canteens at VA Medical Centers. The procurement process at VCS Central Office has proved both effective and simple. Vendors work with Merchandise Division buyers to negotiate item and terms.

Merchandise Committee meetings are held weekly; at that time merchandise selection, additions or deletions of sources, policy matters, etc., are determined. When an agreement is reached, a Purchase Order-Price Agreement List (PO-PAL) is issued which sets forth terms, cost and retail selling price of each item. This PO-PAL is sent to each canteen in the system.

The Canteen Chiefs select items for their individual canteens. Certain basic items, which are contained in the VCS Basic Merchandise List, are required to be stocked. Beyond that, it is a personalized selection process with attention paid to local or regional tastes or needs.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS Sales Promotions

The VCS Birthday Sale

Each year VCS celebrates its founding—by saying "Thank you" to all its customers. This is done through the annual Birthday Sale. It is more than just a sale—it is a morale booster for VA patients.

The sale has a theme—one year the circus, another the West, yet another baseball. Fiesta '85 was the theme of the 1985 sale, which celebrated VCS's 39th sale. Special merchandise featuring outstanding consumer values are made available in the VCS retail store. Not one to be left behind at the starting line, VCS food service generated its own excitement.

Special food and prices are offered in the canteen cafeteria. These specials included sopaipillas and Mexican wedding cake priced at 3/25¢, bunuelos at 25¢ and daily $1.50 luncheon specials.

Plans for the annual event start in September with most aspects, including food and merchandise selections, completed by January. The theme is usually the one which receives the most votes from Canteen Chiefs, who respond each year to a list of suggestions. This poll along with recommendations and information from the Chiefs, is part of the annual review in the process of planning VCS' biggest year celebration—its own Birthday. An American Heritage theme is planned for the 1986 celebration which will be on August 12th, 13th and 14th.

Red Tag Program

Special priced merchandise offered for a temporary period of time is known as a Red Tag Special. These promotions may be basic stock, new items or manufacturer's closeouts. The VCS Red Tag Program is similar to those large chain stores have sometimes called weekend specials, or cents-off promotions. Items sold at a Red Tag Special price have a red label attached. The maximum time normally allowed for promotion of an item is up to ten days, although shorter periods are encouraged.

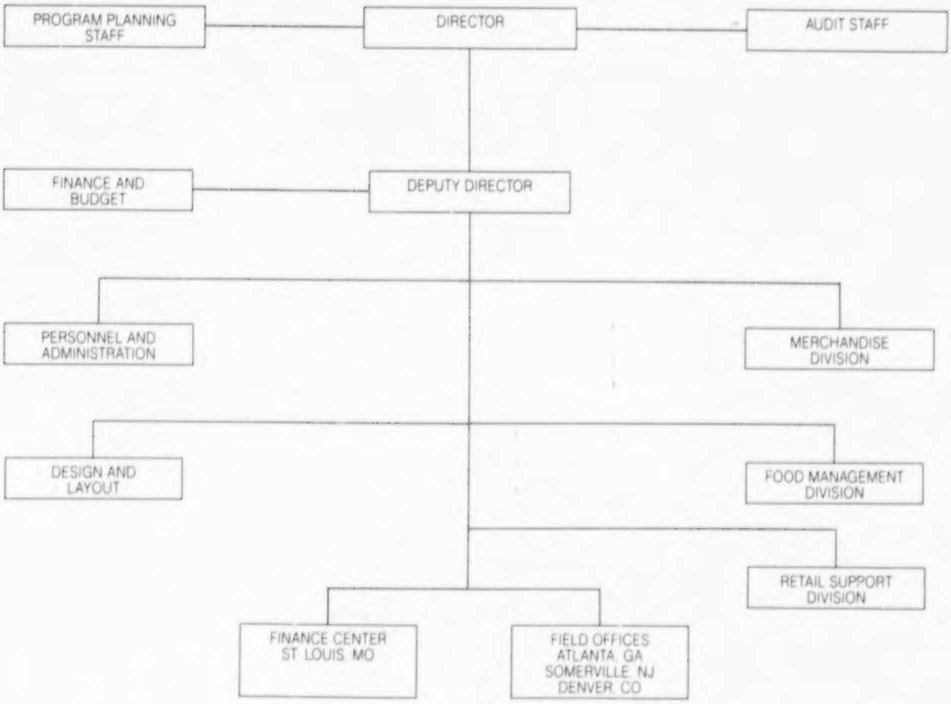
The Red Tag sales can best be described as "Savings" to VCS customers.

VCS Sales by Department FY83–FY86

Department	FY83	FY84	FY85	FY86*
Retail	105,998,479	104,069,946	101,894,060	67,972,343
Manual Food	50,897,002	54,843,458	57,357,790	38,543,822
Automatic Food	6,722,732	7,118,536	7,291,871	4,981,811
Automatic Beverage	11,246,182	11,898,322	11,952,958	8,337,708
Service Departments	4,673,300	4,634,527	4,538,761	2,955,746
Total	**$179,537,695**	**$182,564,789**	**$183,035,441**	**$122,791,432**

*First 8 months.

VETERANS CANTEEN SERVICE ORGANIZATION CHART


PROGRAM PLANNING STAFF
DIRECTOR
AUDIT STAFF
FINANCE AND BUDGET
DEPUTY DIRECTOR
PERSONNEL AND ADMINISTRATION
MERCHANDISE DIVISION
DESIGN AND LAYOUT
FOOD MANAGEMENT DIVISION
RETAIL SUPPORT DIVISION
FINANCE CENTER ST. LOUIS, MO
FIELD OFFICES ATLANTA, GA SOMERVILLE, NJ DENVER, CO

WARNER LAMBERT
Appreciates The Men and Women who Serve America
Lubriderm Lotion
LISTERINE ANTISEPTIC
extra strength efferdent
Early Detector
Early Detector
Schick Super II
Listerine
e.p.t plus
Early Pregnancy Test
Benylin
Chiclets
Fresh Minty Taste!
Benadryl
ECONOMY SIZE
Rolaids
SODIUM FREE Rolaids ANTACID TABLETS
SUPLICAL
Soft Chewy Calcium Supplement
TUCKS
TUCKS
LISTERINE
HALLS
Schick DISPOSABLE RAZOR
Personal Touch
efferdent
Anusol
medique
Listerex Scrub
Trident 8-PAK
Dentyne 10-PAK
Dentyne
Dentyne
Dentyne
Dentyne
Trident
Trident
Trident
Trident
45 STICK PAK
STICKLETS
45 STICK PAK
STICKLETS
CERTS ECONOMY 5 PACK
Clorets BREATH DEODORANT
Rolaids
Chewels
Chewels
Chewels
Chewels

MWR, Leisure & Recreation Activities

U.S. Army

U.S. Army Community and Family Support Center
Mail:
HQDA (Mail Code: DACF-ZB)
Alexandria, VA 22331
Location:
Hoffman Bldg. I
2461 Eisenhower Avenue
Alexandria, VA 22331

Commander
MG Robert M. Joyce, USA
Mail Code:DACF-ZB
(202) 325-9461

Deputy Commander
BG Rhame, USA
Mail Code: DACF-ZB
(202) 325-9774

Chief of Staff
COL E.S. Greason III, USA
Mail Code: DACF-ZC
(202) 325-9436

Media Marketing Office
Chief
Fred Odom
Mail Code: DACF-ZCI
(202) 325-0566

Media Communications
Kathy Saunders
Mail Code: DACF-ZXI
(202) 325-6759

Director for Business Operations
Director
COL Richard H. Ross, USA
Mail Code: DACF-ZD
(202) 325-6981/6982

Army Recreation Machine Office
Chief
Keith A. Craig
Mail Code: DACF-ZDR
(202) 325-9500

Community Operations and Recreation
Deputy Director
COL E.H. Gehlsen, USA
Mail Code: DACF-ZG
(202) 325-9703

Business Programs Division
Chief
W.A. Bartelt
Mail Code: DACF-ZG-B
(202) 325-0563

NAF Contracting Division
Chief
Major Bryan Japak, USA
Mail Code: DACF-ZSC
(202) 325-0757

NAF Contracting
Leslie Sweeney
Mail Code: DACF-ZSC-N
(202) 325-0757

Recreation Division
Chief
Mr. Philip Cota
Mail Code: DACF-ZG-R
(202) 325-9715

Library Activities Division
Chief
N. Strickland
Mail Code: DACF-LS
(202) 325-9702

Lodging and Hospitality Operations Office
Chief
Mr. John Ontko
Mail Code: DACF-ZDL
(202) 325-6980

Field Operations Directorate
Director
COL C.E. Perkins, USA
Mail Code: DACF-ZC
(202) 325-0194

U.S. Region
Chief
LTC Donald C. Rojas, USA
Mail Code: DACF-US
(202) 325-9826

Far East Region
Chief
LTC Douglas Holtz, USA
Mail Code: DACF-FE

Train and Professional Region
Chief
Position Vacant
Mail Code: DACF-ZF-T

Director for Community and Family Support
Director
COL E.S. Greason III, USA
Mail Code: DACF-ZE
(202) 325-9009

Family Support Directorate
Deputy Director
COL J.B. Gerard, USA
Mail Code: DACF-ZE
(202) 325-9467

Installation Support Directorate
Deputy Director
COL E. Guglielmo, USA
Mail Code: DACF-IS
(202) 325-9784

Army Buying Procedures

The USACFSC's NAF Contracting Office negotiates purchase agreements on common items for use by Army's decentralized system of leisure and other nonappropriated fund (NAF) activities. Individual managers are then given an opportunity to order from this list through procedures which parallel, on a much smaller scale, those of the Defense Personnel Support Center (DPSC) or General Services Administration (GSA). Generally, procurement for Army leisure and MWR/community activities is accomplished at the installation level. The army does have central contracts for purchasing meat items and some alcoholic beverages. For further information contact (202) 325-0757.

U.S. Navy

Naval Military Personnel Command
(Mail Code: NMPC-N11)
Department of the Navy
Washington, D.C. 20370

Director, Recreational Services Department
CAPT Al Wood, SC, USN
Mail Code: NMPC-N11
(202) 694-3975

Deputy Director, Recreational Services Department
Ben Lewis
Mail Code: NMPC-11B
(202) 694-4680

Head, Media Information & Marketing Office
Peggy Pearce
Mail Code: NMPC-11C
(202) 694-8100

Director, Recreation Division
George C. Schaefer
Mail Code: NMPC-111
(202) 694-4384

Head, Recreational Policy and Administration
Pam Crespi
Mail Code: NMPC-111E
(202) 694-4384

Head, Community & Outdoor Recreation Branch
Susan Conklin
Mail Code: NMPC-1111
(202) 694-4651

Youth/Family Recreation Programs Coordinator
Mick McAndrews
Mail Code: NMPC-1111C
(202) 694-4388

Head, Child Development Services Branch
Carolee Callen
Mail Code: NMPC-1112
(202) 694-0598

Head, Physical Activities Branch
Roger Patrick
Mail Code: NMPC-1113
(202) 694-0596

Director, Financial Management Division
David J. Cosco
Mail Code: NMPC-112
(202) 694-2998

Director, Music Division
CDR Joe Phillips, USN
Mail Code: NMPC-114
(202) 694-4609

Director, Mess Division
Nelson H. Pearsall
Mail Code: NMPC-115
(202) 694-4390

Assistant Director, Mess Division
K.V. Miller
Mail Code: NMPC-1151
(202) 694-4422

Mess Specialist
Al B. Carlson
Mail Code: NMPC-1151C
(202) 694-4422

SMUCKER'S
PEANUT BUTTER
SMUCKER'S
CHOCOLATE FUDGE TOPPING
FAMILY SIZE
SMUCKER'S
LOW SUGAR RED RASPBERRY SPREAD
NET WT. 8.5 OZ. (240 g)
SMUCKER'S
SWEET ORANGE MARMALADE
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Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy Recreational Services Department. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

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Air Force Buying Procedures

Further information about the decentralized Air Force open mess and recreation systems may be obtained by contacting the Air Force Manpower and Personnel Center's MWR Directorate. Specific information regarding the addresses of individual open mess and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Director, MWR Directorate.

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USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

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INDEX TO MILITARY RESALE PROFESSIONALS

Name **Page**
Abston, James 216
Acampora, Anthony 234
Acampora, Cheryl 233
Achenbaugh, CDR Dennis 235
Adkins, Pat 197
Adsit, BG Charles C. 213
Aitkehead, Rennie 234
Akers, CAPT J. R. 235
Akers, CAPT J.R. 235
Akridge, John 196
Alexander, Rita 179
Alkire, MAJGEN M. Gary 179
Allen, Gregory 214
Allen, Jack 204
Allen, Joseph 233
Allen, Linda 197
Allen, R. G. 235
Alleva, Ronald J. 195
Allison, Jean 196
Allnutt, CAP Alvin H. 216
Anderson, Jimmie 197
Anderson, Leroy 240
Andrews, Ann P. 239
Anthony, Rudy R. 180
Aquia, CWO Ed 248
Arflack, Col Kenneth 216
Arias, Fried 179
Armer, Jerry 229
Arndt, Charles 198
Arwood, BG T.B. 218
Asuncion, Melvin 203
Atcheson, Marshall E. 179
Athey, Lt. Billy E. 252
Atkins, Vo 196
Atwater, Mary 240
Auerbach, CAPT E. E. 235
Auerbach, CAPT E.E. 235
Auerbach, MAJ Steven L. 224
Austermann, Art 254
Avallone, Mike 233
Babicki, Lt. David 252
Backman, Graham 202
Bailey, M.H. 218
Baker, David 234
Baker, James 198
Ballard, CWO Tom 245
Ballinger, Roy H. 240
Banks, Andrew 192
Barden, Timothy 234
Barnett, Mahone 223
Batchelor, Charles 250
Bates, Col Daniel G. 217
Batt, Minnie 192
Bauder, J.L. 215
Baum, Jerry 233
Baumann, Calvin 196
Bean, Kathleen 225
Beasley, M.R. 225
Beck, Marvin X. 239
Beck, Roger 224
Becker, Lou 234
Beer, Fred H. 192
Belcher, Col Bill G. 214
Belinotti, Paul 200
Belitz, COL Charles L. 217
Bennett, CDR Bruce 214
Benton, LtCol M.J. 216
Berger, Christoph 179
Bernstein, Jay 234
Besich, Cpt Mark 204
Bessom, Laura 203
Beverly, James 195
Beverly, Michael 202
Bezenar, Ida 204
Bickford, Carol 196
Bilby, Larry 204
Billingsley, Roland 214
Bishop, CAPT H. H. 229
Bixby, Michael 202
Blackwood, J. 215
Blahnik, LTC D. 215
Blakely, Faye 233
Blakely, Terry 202
Bland, Robert A. 180
Blansfield, Jo 200
Bleeker, Donald 192
Blickenderfer, L.K. 200
Boas, CDR Raymond A. 229
Boffa, William 221
Boggio, Marta 196
Boggs, Jr. Cecil J. 240
Bohn, Robert 200
Bolton, Jo Ann 179
Bouck, Russell 254
Bouley, Ethel E. 180
Boutelle, Chet 239
Bowers, C.K. 198
Boyette, Jimmy 203
Boyle, J.M. 217
Bracken, Lora 195
Brafford, COL Robert T. 239
Brands, William J. 180
Braniak, Thomas M. 214
Branystien, Irwin 214
Bravo, John 221
Brazil, Jerry 240
Breland, Rod 197
Brett, Al 232
Brewer, Paula 197

Name **Page**
Brickwedde, CWO Robert 245
Bridges, Coye W. 180
Brinick, Barbara 197
Brinkley, COL Ulyus O. 215
Brinton, J.R. 217
Brock, Lt.Col. Samuel L. 179
Brockington, Merle 197
Bronson, William F. 192
Brookes, CWO Dave 245
Brooks, CDR Ted 235
Brooks, CWO S. 245
Brooks, MAJ Charles 225
Brown, Jim 203
Brown, LCDR Robert 235
Brown, LtCol Thomas 225
Brown, LTJG Tim 245
Brown, MAJ Douglas 217
Brown, Sharon 192
Brownlee, David 223
Bruess, James W. 179
Bruner, R.G. 213
Bryan, Col Jack B. 216
Bryiant, III, LTC Joseph A. 225
Bueno, Lt. Leo 252
Buettner Rosemary H. 239
Buffaloe, Ken 195
Bulkeley, LtCol Michael C. 217
Burchardt, Scott 197
Burkett LTC F. 215
Burns, Neal 203
Buscemi, Helen 234
Bussiere, CWO Tom 245
Buster, Willie 197
Butterweck, William J. 196
Byrd, Margy 195
Byrd, Robert 229
Byrd, Robert 235
Cachuela, SSCS Leo 248
Cahn, Everett 235
Callahan, MAJ Thomas J. 225
Canady, Sr. James A. 239
Caputa, Col John A. 221
Caputo, Louis J. 229
Carbone, CDR James 235
Carbone, CDR James 235
Cardone, Alfred E. 223
Carnegie, CWO W. 245
Carr, P.J. 221
Carreon, Ralph 202
Carricato, CAPT Michael J. 229
Carscallen, Mark E. 245
Carson, E.A. 217
Case, Frederick P. 214
Case, MAJ Lorenzo G. 223
Cass, J.J. 215
Cassell, W.J. 213
Castro, Carlos 198
Cawley, G.M. 215
Cerenzio, Josephine 234
Chambers, CDR Tom 235
Chambers, CDR Tom 235
Chappell, CAPT Ralph L. 217
Chianese, Denise 196
Chiesa, R.F. 213
Chin, T. 225
Chittenden, Col Robert D. 221
Choate, Hildegard 240
Christopher, Patsy 240
Cieslewicz, Martie 195
Cinatti, Frank J. 192
Claffey, Daniel, J. 181
Clark, Randy 200
Clements, Lt. Col. John R. 179
Cleveland, June 195
Coats, COL Max 223
Cobb, Thomas 200
Cochran, Frank 234
Cockrell, Marion 202
Cody, William R. 180
Coggan, Joseph L. 192
Colbeak, MAJ Ronald 240
Cole, Wally 250
Coleman, T. Ray 215
Coll, Thomas J. 217
Colom, M.C. 225
Coltrain, Avis A. 195
Combs, Wilma 216
Conley, Cloyd 224
Conrad, CPT(P) Michael L. 221
Constant, Rod 197
Cook, Bill 232
Cook, Robert 202
Cooper, Larry 180
Cooper, Mike 196
Cooper, Vernon L. 180
Corrada, Candido 181
Correia, Wayne J. 239
Correll, Jeffrey 200
Cortese, Eugene 221
Cosgrove, James A. 180
Costalas, Virginia 234
Covach, John 235
Cox, Jere 196
Cox, LTC(P) Jimmy D. 214
Cogle, Maj Clarence K. 180
Craig, Delmar V. 240
Crane, Judy 195
Creech, J. 215
Crispo, Jeanne 204

Name **Page**
Crocket, Kenneth W. 198
Crofford, COL C.D. 218
Cross, Bob 240
Cross, Col Richard W. 221
Crouch, Charles W. 214
Cucciniello, John 234
Culley, Henry 195
Culp, Vic 252
Culver, Paul 235
Cunningham, Mike 204
Dahl, Edmund 229
Damm, Col D.B. 215
Daniel, Dennis 202
Daniels, Rick 234
Daumer, Drueux 221
Davey, Frank 233
Davidson, Jim 240
Davis, Ben 198
Davis, CDR Peter M. 235
Davis, CDR Peter M. 235
Davis, Diane 195
Davis, Donna 195
Dean, M. 215
Deason, Etha 202
Debnam, Kimmie 223
Dee, COL David D. 239
DeGaetano, Tony 232
DeHaven, Margaret 243
Delano, Michael 233
Dellas, R.W. 213
DeLuca, MAJ Joseph 223
DeMarco, Maryann 221
DeMoss, Byran 204
Deutsch, Jerry 233
Dewan, Lt Raman N. 180
Dewey, Janet 200
Dias, Maj. Ralph 252
Diaz, Joseph 235
DiCioccio, Anthony 223
Dicks, Roger 202
DiMartino, Frank 200
DiTomo, Gus 221
Dixon, John 234
Doelp, Frank J. 221
Doherty, James A. 179
Domenico, MAJ J. 225
Dominick, Clyde 234
Domitrovich, Jr., Mike 179
Donkersloot, B.J. 225
Donnelly, Joseph F. 216
Donovan, L.G. 215
Donovan, T.Z. 218
Dooley, Col. Frank 181
Douvres, Alex 234
Dove, Edward 235
Dover, Michael 233
Dowling, CPT Michael J. 223
Dowling, MAJ Michael J. 239
Downs, Ray 203
Drew, Nancy 216
Driscoll, James F. 216
Driscoll, Ralph J. 245
Droll, Capt. Michael L. 179
Dromy, Matt 200
Duckworth, Lt. Col. Dale 214
Duell, Gary C. 179
Duffy, Bonnie 200
Dumas, Charles 202
Duncan, Col E.R. 215
Dunham, COL Rockwood S. 213
Dunn, Florence I. 239
Dunn, LtCol G.R. 215
Durlacher, M.L. 217
Durnan, CDR R. Emmett 229
Durnan, CDR R. Emmett 234
Dye, Col. Forrest N. 216
Dykes, Lt. Carson 252
Easter, Clayton 204
Easton, LCDR Gregory 235
Eck, Jack 216
EcKelberger, RADM James E. 213
Eckstein, Barbara L. 179
Eddings, William 196
Ellis, Gloria 240
Elszy, Robert 233
Emmons, Col John E. 204
Emmons, Don 200
English Jr., MSG Isiah 223
English, LTC William 224
English, Russell 192
Engroff, John 196
Erickson, Richard 204
Ervin, Charles C. 179
Ervin, COL John T. 239
Evans Jr., COL Charles E. 239
Evans, Don 250
Evans, Earlene 195
Eve, CWO John 245
Fabbri, Richard 224
Fahy, Mike 232
Falbo, Col Frank 216
Falco, Jerry 252
Faucher, Roland 196
Faulkner, Lou 195
Fear, R. 216
Fehr, Thompson 214
Feinberg, Irv 252
Feltner, Robert 223
Fencl, Joyce 216

Name **Page**
Fernandez, COL Victor M. 221
Ferrari, Fran 234
Feuer, Paul H. 229
Feuer, Paul H. 234
Feux, Betty Jo 233
Fieldman, S.P. 215
Fields, Gary C. 179
Figuieras, John D. 239
Fincial, Robert W. 180
Fischer, Col. Joseph W. 202
Fish, Dennis 248
Fitzgerald, E.J. 215
Fitzgerald, Edmond S. 198
Fitzgerald, Kathleen 221
Fitzgerald,I Frank 224
Flack, Maj Dick P. 181
Flaniff, CDR Daniel 235
Flaliolia, Vincent 224
Flanagan, CDR John 229
Flanagan, CDR John 233
Flayton, Barry 233
Fleming, COL Paul A. 239
Fleming, Frances 239
Flessate, G.C. 213
Flewellen, Forrest 217
Floros, Dennis N. 181
Flynn, COL Brian 218
Fomby, Jr. Louis 217
Ford, Jeanette 192
Ford, Jr., Willard A. 180
Forsyth, K. 200
Foster, Becky 197
Foster, CAPT D.G. 218
Fournier, Henry J. 198
Fowler, Calvin Y. 225
Fowler, Col Vernon F. 216
Fowler, Lt.Col. William 181
Fox, Harriet L. 180
Fox, Philip 198
Foy, Thompson 202
Fragale, Philip J. 234
Frakich, Mike 195
Franciscus, Charles K. 239
Frank, Barbara 233
Frazier, Rose 215
Freedman, David H. 239
Freiert, Paul 254
French, Lt. Richard 252
Friedland, Herb 234
Fritz, John D. 214
Fromm, Paul 202
Froom, Thomas 196
Froschauer, Edward L. 243
Frye, Winona 234
Fuchs, Ken 232
Funari, Emily R. 180
Funk, Jr. Herb 240
Furlong, Capt David 180
Fyfe, CDR John 235
Fyfe, CDR John 235
Gaddi, LTCOL Robert C. 221
Gahm, CAPT J.H. 214
Gaines, Carl R. 198
Gainsa, Camille 234
Gaither, MAJ Richard M. 224
Galvin, Jim 233
Gamblin, Peggy 197
Gammon, Phyllis 195
Ganalon, S.L. 216
Gardner, CWO Maurice 245
Garman, Therese 195
Garrett, Willa J. 214
Garrison, MajGen Lawrence D. 217
Garza, Frances 179
Gaskill, Robert 198
Gaston, Michael R. 179
Gates Jr., LTC Richard W. 239
Gatewood, William D. 214
Gattis, JoAnn 233
Gauger, LTC Raymond A. 216
Gee, CAPT Dan 229
Gelsomine, Frank 234
George, Col Joseph L. 215
Geruldsen, Curtiss 234
Geylin, Henry 203
Giacalone, Louis IV. 225
Gibson, Don 250
Giebelhaus, S. 215
Gilbert, Col. Donald E. 202
Gillett, Bernie 200
Gilliam, Ray 192
Gillies, Lt. Walter 252
Giorgianni, LTC Barbaro F. 221
Gist, Leon 181
Gitter, LCDR Stephen 225
Glaz, Arnold 250
Glen, Col George W.B. 214
Glen, LT John 245
Glisson, James E. 192
Glodowski, Raymond J. 252
Glover, A.R. 215
Goacher, Juandelle (Jaye) 240
Goad, Ruth 195
Godard, Lavern S. 240
Godfrey, D. 200
Goetz, Col George W. 203
Goldberg, Herbert 229
Goldstein, S. 225
Gonzales, Leslie 234

Index to Military Resale Professionals

Name	Page
Gonzales, Leslie	234
Gonzalez, Diane	233
Goodwin, Sr., E.J.	215
Gordon, W.V.	213
Goreham, Richard	224
Gota, Leo	204
Governs, Col R.J.	218
Gow, David	198
Grafanini, Joan	195
Graham, J.	216
Gray, Charles R.	239
Gray, Col Michael K.	216
Green, F.M.	215
Green, Robert L. Jr.	225
Greene, Jerry	233
Greening, Ronald	240
Grey, George M.	180
Grier, CMSgt. Billie L.	179
Griffen, CDR Roland	235
Griffin,l Oren H.	224
Griffith, MajGen John E.	217
Grimaud, Col Lowell A.	223
Grippy, Frank	195
Groves, CAP W.D.	218
Grubb, Cheryl	202
Grundborg, COL Kenneth D	192
Guenther, Curt	214
Guerrera, Michael J.	217
Guerzon, J.A.	225
Gustafson, John	200
Hacker, Hans	203
Hagan, Jr., James O.	180
Hairr, Barton	181
Hall, Dwight	180
Hall, John T.	196
Hall, LCDR Richard P.	223
Hall, Msgt. Arthur W.	180
Hall, Terry	235
Hallet, Brian	224
Hallow, Greg	233
Halperin, Jeffrey	224
Hamel, F.X.	215
Hamilton, Richard A.	202
Hamman, CDR M.E.	235
Hamman, CDR M.E.	235
Handel, Martin R.	192
Harley, Richard	221
Hanlin, Karen	203
Hansen, CMSgt James B.	179
Hansen, Dennis	225
Hanson, John A.	198
Happe, George	232
Hardt, Frank	192
Harper, COL Thomas M.	197
Harper, SMSgt. Benny C.	179
Harris, Dolores	195
Harris, George	234
Harrison, James (Jim)	250
Harrod, Thomas	202
Harvey, LtCol Robert	225
Hasty III, Winfred L.	240
Hausler, Richard	196
Hayes, BG James S.	239
Hayes, Capt. Mike B.	252
Hayes, LCDR Lynn	248
Haylett, MAJ(P) Frank W.	225
Headrick, Nellis	204
Healy, Charles	235
Hecker, Iris	233
Heffernan, Tom	233
Helsinki, Joseph A.	225
Hemby, Cheri	192
Hemphill, Lynda	192
Hennessy, Ellen K.	254
Hensley, CAPT Norman N.	215
Hensley, James	200
Hicks, Maj. Mary L.	252
Higgins, Col P.R.	215
Hill, Claude	200
Hill, LCDR Ron	225
Hill, Ole	196
Hilz, Patrick	196
Hinch, Edward	235
Hite, Col Robert	215
Hoar, BGen Joseph P.	250
Hochberg, Irving	233
Hoden, COL J.P.	213
Hodges Jr., Hugh M.	239
Hodges, Milton	214
Hodges, William	196
Hoerter, Sharon	197
Hoess, Oskar	200
Hoffman, Glen	233
Hoit, CWO William	245
Hollingsworth, Thomas	202
Hollingsworth, Tom	196
Holloway, Marie	240
Holthausen, Horst	203
Holtschlaw, LCDR K.S.	235
Holtsclaw, LCDR K. S.	235
Hood, Brian C.	240
Hook, LTC Jeffrey Van	203
Horstmann, Howard	198
Houn, Douglas	200
Houser, Eugene W.	252
Howard, James	196
Howk, William C.	196
Huard, CWC J.	245
H.:bin, Lynn	198
Huckaby, BG R.H.	217
Hudson, A.W.	213
Hughes, Col Donald L.	214
Hughes, Col. Donald L.	215
Hughes, LCDR David J.	235
Hughes, Marie	180
Hughey, LTC Garayi	223
Hume, Glenda	197
Humphrey, Bobbie R.	179
Humphrey, LTC Gilbert G.	239
Huntley, K.	224
Huston, Jerry	195
Hutchens, CWO Earl	245
Hyatt, Matt M.k	224
Ilderton, Frank	235
Inouye, Harvey H.	179
Irwin, COL William R.	252
Isom Jr., LTC Frank	239
Jackson, Fred R.	240
Jackson, Gene	232
James, Jr., O.	198
James, Sonny	196
Jemsem, Per	203
Jestis, Shirley	197
Jeu, Joseph H.	250
Johnson, Crosby H.	239
Johnson, Jr., Frank I.	221
Johnson, Kerri	195
Johnson, LCDR Mark R.	225
Johnson, LT Ronald	248
Johnson, LTC J.R.	215
Johnson, Melva	195
Johnston, Col. James M.	214
Jones, Albert	204
Jones, Andrew	198
Jones, Col Don	215
Jones, Col. Lee M.	214
Jones, Dennis	204
Jones, Gary	203
Jones, Gene A.	196
Jones, John W.	239
Jones, Joseph (Rocky)	250
Jones, S.J.	217
Jones, Tsgt Bruce L.	180
Jones, William	198
Kabeiseman, K.W.	213
KabureckK, Ralph G.	215
Kadlub, Linda R.	240
Kahla, BG Jeffry D.	192
Kalinowski, Raymond	224
Kalmar, Kristina	203
Karlseng, Col Robert	217
Karp, Paul	233
Kaufman, Carl W.	221
Kean, Peggy	195
Keating, Dennis	203
Keel, Gene	200
Keely, Sr., Rex C.	198
Kekos, J.J.	225
Kelso, Joel	202
Kepley, T. Alvin	254
Keppler, George	198
Ketcham, CAPT Richard	235
Kiefer, Tom	240
Kiegler, Jacob	217
Kimple, Steve	195
King, G.T.	180
King, Linwood	200
King, Lt Col. Ben W.	252
Kirkpatrick, Patricia	195
Kleckner, James L.	215
Klepper, J. Dolores	239
Knapp, T.J.	213
Knutson, Karl W.	197
Kodama, Ernest	197
Koester, Bernard H.	240
Koestler, Anthony	234
Kolstad, Tom	233
Konieczny, Debbie	233
Kopp, CAPT J. E.	235
Kopp, CAPT J.E.	235
Kowalski, CAPT Fred	229
Kowolski, Rita Z.	216
Kramer, Arthur	179
Kraskerus, B.	215
Kreimer, James	217
Kress, LT John	248
Krikorian, Berge	197
Krosnes, Lt. Col. J.W.	214
Kuehn, Frederick C.	216
Kuhl, LTJG Joe	245
Kuhns, CAPT Howard E.	221
Kurin, Stanley	232
Kurisu, Harlan	250
Kurz, CDR Robert	235
Kurz, CDR Robert	235
La Pointe, Robert	229
La Valle, Arthur A.	229
LaFleur, Rosalie	202
LaFontaine, LTC Daniel E.	223
Lai, Herb	196
LaMont, Alicia	197
Lamoreaux, Charles	204
Land, Carlton	252
Landry, Lambert P.	179
Lankford, Samuel L.	192
Laporte, Capt. Alford	252
LaRue, Pamela Pervier	250
LaSalle, Dolores	232
Lascari, Sal	233
Latimer, Lucki S.	217
Latos, Philip	198
Lauria, Joseph	234
Layton, Betty	197
Loach, Col. Ronald S.	179
Leach, Donald M.	180
Leach, Tom	200
Leach, Wilbur	200
Leasure, D.R.	217
Leavitt, Jack	197
Leavitt, Jack	198
Lee, CAPT Richard H.	217
Lee, Karen	234
Leedy, BG Eugene B.	202
Lehane, Edward W.	229
Lempka, CDR Gerald A.	216
Lenard, Phyllis	195
Lenz, Hannelore	196
Leon, W.	245
Levin, Gussie	233
Levitsky, R.	217
Lewis, CMSgt. Glenn H.	179
Lian, Laura	229
Libucha, Col Edward J.	221
Libucha, Col Edward J.	221
Lichtenbaum, Henrieeta	229
Liddy, John	179
Lieberman, Alan	233
Lindell, Louise	192
Lindsey, LtCol David	216
Link, Henry	234
Lisman, Ross	240
Lloyd, E.L.	214
LoCasto, Joe	234
Loewy, Shirley	192
Loiselle, Barbara	196
Long, Capt. Janice G.	202
Long, MG John E.	192
Lopez, Alvin (Al)	250
Loraine, Jr. Jacques B.	240
Lord, C.J.	214
Lorenz, LtCol Richard F.	221
Loughlin, Lt.Col. Thomas	252
Loveland, Col Gary	214
Lum, Madeline C.	225
Lumbley, David	203
Luster, Col Stephen	216
Lutz, George	217
Lynn, Paul	181
Lyon, Fredrich	195
Mackenzie, Alex	196
Mackiewicz, Richard	229
Mackrain, William	181
Macleod, Jacqueline E.	180
Macri, Col P.J.	218
Maddin, Bob G.	200
Mahon, Jack	233
Mahoney, John	232
Majeski, Richard	250
Malinowski, Robert	204
Malone, Richard	198
Malonzo, CWO Opry	248
Mandel, Manfred	203
Maness, Dick	181
Mansfield, CDR David K.	221
Marchese, Joe	232
Marchesi, Patricia A.	225
Marecki, John	229
Marecki, John	232
Marko, Bart	216
Marlowe, F.W.	214
Marotzke, Lother	225
Marrow, Joyce	196
Marshall, Harry	204
Marshall, LTC John	192
Marshburn, Merwin	250
Mason, David	203
Mastrandre, CAPT E.A.	235
Mastrandre, CAPT G. A.	235
Mathiesen, Jerry	235
Maudel, Harold	196
May, Jr., Ralph J.	214
Mayo, LtCol Lewis ID.	221
Mazzarino, John	203
McCain, D. Michael	196
McCarter, Monte	192
McCarthy, LCDR Charles	245
McCarthy, Paul W.	239
McConduit, Ethel	197
McConnell, Maureen K.	180
McCormack, Mark E.	239
McCormick, Roger	235
McCoy, James	202
McDaniel, Danny	198
McDonald Charles	202
McDonald, CAPT John F.	232
McDonald, CAPT. John F.	229
McDonald, Roland H.	221
McErlean, Paul	215
McFawn, Brian	200
McGaugh, CSM Harold L.	239
McGill, LTC John G.	216
McGinty, Robert	235
McGowan, John	181
McIntosh, M.P.	217
McKim, William	233
McKinnon, Jr., RADM Daniel W.	213
McKnight, LT Jim	248
McLean, MajGen William T.	218
McLemore, COL Oran F.	239
McMahon, Col G.C.	215
McMillan, Helen	192
McRoberts, Robert	235
McWherter, CDR M.W.	216
Meacham, CMSgt. Jerry J.	179
Medetsky, Irving	234
Medows, Hy	216
Meisel, Jr., COL Bernard F.	213
Melville, Mary Anne	254
Menascne, Lillian	233
Mendez, CAPT Ramon E.	217
Meoni, Col Neil W.	243
Mercado, P.	245
Merced, Luis	198
Merritt, Betty	192
Micelli, Sam	232
Mikell, Ben E.	239
Mikulecky, Mike	195
Milanes, Catherine	232
Milano, Robert	221
Milano, Robert	221
Miller, Barbara	197
Miller, COL D.L.	218
Miller, Col Jame	216
Miller, George	195
Miller, Raymond	223
Miller, Rodney R.	179
Miller, Shelly	232
Miner, Col William H.	198
Mitchell, CAPT J. W.	235
Mitchell, CAPT J.H.	235
Mixon, CW3 William H.	239
Moeller, William	192
Mogan, Devon	252
Molholm, Kurt N.	218
Moon, Valerie	232
Moore, Col David R.	214
Moore, LCDR C.E.	225
Moore, Terry	198
Moore, Thomas	217
Moore, Walter L.	234
Moreland, Mike	195
Morgan, Maj Gen J.P.	213
Morrison, Harry	229
Mortenson, Paul	214
Moyen, Nelson	196
Mueller, LTC Lawrence	196
Muhlencamp, Robert	192
Mulholland, Jr., Col Robert B.	216
Mullen, Robert	234
Munn, William	203
Munsey, Bob	196
Murphy, Robert	179
Murray, Bill	234
Murray, Maureen	229
Murray, William	224
Musser, Maj. Gen. Stanton R.	213
Nace, Capt Wilbert J.	217
Nakaue, William	223
Narduzzi, Lina	234
Nash, Richard	200
Neamtz, J.C.	214
Neff, Peter	235
Neill, Col N.S.	216
Neill, Col N.S.	216
Neves, Albert	224
Nevins, Robert	203
Newton, CWO C.	245
Nichols, CAPT G.M.	218
Nikkel, Katharine K.	215
Nille, O. John	192
Nix, Jeanette	197
Norder, Earl H.	192
Norrell, Ron	192
Novak, LtCol Ted	217
Nowicki, Walter	234
Nulle, LTC Theodore L.	214
Nussbaum, Adolf	192
O'Brien, Suzanne	195
O'Meara, Richard	204
O'Rourke, Lt.Col. John E.	180
Odom, Charles A.	180
Oey, Aimee	232
Ogden Jr., BG George C.	218
Oliver, Robert J.	250
Oliverio, Frank	195
Olsen, MAJ Russell A.	243
Olsen, Ronnie L.	198
Olson, Arlis	240
Olson, B. L. "Ole"	233
Olson, MAJ G.E.	225
Omdahl, John	195
Ormiston, Guy	202
Orr, Elvira	223
Osborne, MAJ Rex	214
Osmon, CAPT Robert	217
Owens, Jimmy L.	221
Oxford, James W.	198
Page, Richard	235
Palmer, Melvin D.	180
Palmer, R.E.	215
Paolantonio, Michael	233
Parker, W.E.	214
Parker, W.E.	214
Parrish, Anthony	252
Parrish, Ken	234
Pastore, Alice	234
Patterson, William R.	180
Patteson Jr., LTC Harry O.	240
Payne, Doris	198
Pazak, LtCol M.	217
Pazur, Theodore F.	192
Peaden, Capt. Robert	181
Pegues, Jack	195
Pellegrino, Frank	232
Pepin, LTC Armand	224
Perez, Roger A.	200
Perry, John V.	179
Peterson, William F.	214
Pettitt, Tsgt. Michael H.	179
Phillips, Barbara	197
Phillips, Charles A.	214
Phillips, MAJ Dwight	225

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Index to Military Resale Professionals

Name	Page
Pickett, Edwin T.	229
Pierce, Ruth E.	200
Pitcavage, Vincent	225
Pitcher, Paul	203
Pitt, Bridget J.	217
Pitts, Sam	252
Plapper, Wilhelm	204
Poffenbarger, Charles	198
Poiesz, John	217
Pollard, Rodney	204
Pomaski, Robert	235
Pontius, Donald E.	202
Potts, F.E.	217
Prather, Richard	224
Preddy, Yvonne	195
Preston, Pat	195
Price, Betty	202
Price, Joy	198
Prideaux, J.S.	215
Prince, E.L.	218
Prins, Herb	196
Provinsky, Leo F.	204
Purpi, Jennie	234
Rabb, Richard	197
Rachel, James	224
Raczynski, Wade	202
Radcliff, Louis K.	225
Rafaloff, Al	233
Raines, Mary	252
Ramos, B.R.	180
Ramseyer, Marilyn	202
Ransom, Anna	195
Rast, LTC Stephanie	217
Ratcliffe, COL John P.	239
Ratledge, Isabel	198
Rayborn, Harold C.	200
Rayford John	217
Reagnor, Thomas D.	192
Recchia, Phil	250
Rech, CAPT Charles T.	217
Redd, Betty	198
Reecely, CWO Ed	245
Rembold, Aubrey E.	192
Renaud, Ronald E.	240
Rhoades, Jackie	197
Rhodes, Paul	240
Ricci, Alexander	234
Richards, Fred	195
Richards, Frederick	200
Rickatt, William	192
Riddick, Charles V.	240
Rimel, Sr., John O.	214
Rios, Louis B.	180
Ripp, Arlene	235
Roberts, Ivone (Chuck)	250
Roberts, Jerry	240
Roberts, Wayne L.	179
Robey, Paul A.	218
Robinson, Lt.Col. Dorsey	252
Rockett, H.	217
Roessler, Mark	196
Rogers, SGM Larry E.	202
Rohrer, Clarence	204
Rose, John D.	240
Rose, Sherri	195
Rosema, Corinne	252
Ross, Lelia A.	192
Roth, Mary-Jane	221
Rovito, Rosemarie	233
Rowley, Lyle B.	192
Roy, Roger C.	213
Rudd, Claude T.	239
Ruff, Donald C.	196
Rufto, Andrew J.	200
Ruggiero, Vincent	229
Ruggiero, Vincent	234
Rumph, Harold	216
Russas, John	229
Russell, Bill	197
Russell, Sam	196
Russo, LTG Vincent M.	213
Rutledge, MAJ Mark	224
Saari, Donald A.	218
Sadler, Wade	200
Saelens, Raymond	243
Sakuma, D. Tsugio	240
Salas, Julio	234
Sanders, Charlotte C.	180
Sanders, Elwood	198
Sanders, Verdell	233
Santoro, Kenneth	221
Saperstein, Gerald	196
Sarabia, Adres D.	180
Saunders, Cecil E.	240
Sauter, Dan	198
Savers, James	198
Saydlik, Don	196
Scanapico, Anthony	203
Scharf, Arnold C.	180
Schindel, LCDR Lynn	235
Schlattman, LtCol James L.	221
Schmel, Fed	233
Scholz, CMSgt. Richard F.	180
Schoppe, Maj. Gerald	252
Schultz, Bruce	240
Schultz, William	196
Schwartz, Capt Carl	223
Schwemmer, John J.	223
Sclafani, Joan	234
Scosik, Mary Ann	215
Seaberg, MAJ David	243
Segal, Donald	221
Segal, Melvin	192
Segarnick, Lester	234
Seman, Ronald	216
Serur, Brig Gen John	216
Sevigne, W.A.	215
Shannon CAPT William W.	215
Shaw Lt.Col. Graham	215
Shea, Raymond P.	192
Shell, Verla	197
Shenkler, Estelle	229
Sherrod, Erika	198
Shetler, CWO S.	248
Shoemaker, Jarne	202
Shreiber, Milton	232
Shuey, Victor	181
Shumaker, Diane	233
Siddall, Tom	195
Siddall, Tom	195
Sidler, Frederick	202
Siegall, Carole	233
Siegel, Eileen	229
Siegel, Jeffrey	233
Siegfried, Col Thomas W.	217
Silber, Carl	197
Simmons, Col. James A.	214
Simmons, James W.	229
Simmons, LCDR Eddie	224
Simmons, S.P.	216
Simpson, Scott	240
Sine, Jr., Robert J.	179
Singsank, COL James J.	213
Skidmore, Judy	195
Skinner, Alice V.	239
Slaten, James	224
Small, Lee	202
Smekal, John	235
Smith, Austin K.	239
Smith, Bobbie	195
Smith, Carl W.	180
Smith, CW3 Daniel L.	221
Smith, Donald	200
Smith, Esther	197
Smith, Gail	197
Smith, Holly	234
Smith, Nancy	196
Smith, Tom	233
Smith, William D.	240
Smouse, Frederick	204
Sontag, Joel R.	204
Sorensen, David W.	254
Sparrow, CWO John	245
Speedling, Thom	234
Speight, Roy C.	179
Spencer, Antonio P.	196
Speranza, Anthony W.	225
Spiegel, R.	215
Spradley, Clarence V.	180
St. Arnaud, BG Charles E.	216
St. Romain, B.G.	192
Starnes, MAJ R.	215
Steen, Jr., CAPT George S.	218
Stein, Marvin L.	217
Stockburger, Chuck	233
Stoebner, Charles D.	240
Stokes, Capt. Pat J.	252
Stone, Richard J.	235
Stoner, Col. D.L.	214
Stotz, Glenn	203
Strack, Ken E.	216
Strahl, Eric	204
Struyk, Russ	198
Sugihara, LCDR Ronald Y.	225
Sullivan, Bill R.	196
Sullivan, Kathleen	234
Summerlin, Robert A.	204
Swanson, LT Jeffery	225
Swingle, Alexander	202
Syracuse, Dennis A.	243
Tacelosky, Col R.J.	215
Taggart, Evelyn	197
Talley, Pat	198
Tarr, J. Robert	215
Tarr, SSCS Rodie	248
Tate, Robert	181
Taylor, Catherine	192
Taylor, John C.	192
Taylor, Susan	224
Teague, Russell	192
Teeters, Eugene	224
Telenko, Col George J.	216
Temple, W. Douglas	239
Tessier, Col. Richard	181
Thelen, Michael	196
Thelen, SHCM Charles	229
Thomas, Hilda	234
Thomas, Hilda	234
Thomas, J.R.	200
Thomas, LTC Patrick J.	223
Thomas, Lyle	235
Thomas, Rick	232
Thompson, MAJ Thomas E.	239
Thompson, Pam	197
Thompson, R.H.	216
Thornberry, J.W.	216
Thornton, Cephas D.	240
Thunder, Marjorie	232
Tidwell, Frederick	224
Tierney, Marion	233
Timon, Gerald	250
Tindall, David L.	243
Tingley, Allan	214
Tinsman, Col Robert B.	215
Titon, 1LT Michael J.	239
Topp, MAJ(P) Michael	225
Trautman, Capt S.E.	224
Tredway, M. Lee	240
Trevino, Ed	196
Trimble, Dee W.	192
Trotha, Egar von	204
Trout, Huston	216
Trovarelli, M.	217
Tucke, Kenneth R.	179
Tully, CAPT Albert P.	214
Tunnell, Gary	196
Turcotte, Col M.F.	215
Turner, Beverly	197
Twaddle, Steven K.	196
Utecht, Thom	229
Valentine, Elsie	233
Van Riper, LCDR Drew	248
Van Zandt, Lou	197
Vandewarker, Arnold	198
Vartiett, LTC Charles	216
Vaughn, Charles	229
Vaughn, Charles	234
Verbic, CDR Alan	235
Verna, Melba C.	179
Verrier F.R.	240
Vigrass, Capt David	223
Villanueva, Tito	203
Vilnis, Ivars	181
Vinagre, CDR Eduardo G.	223
Vinson, Theresa	197
Viscione, Rick	198
Vitullo, Frank	192
Voden, CDR Jack	245
Voorhees, Maj. Gen. John H.	221
Wade, Billy	196
Waelde, Jackie	192
Waggener, Col Robert N.	192
Walsh, Dan F.	216
Walsh, Margaret	233
Walz, Daniel	233
Wan, Stanley	233
Ward, Christopher	235
Warden, Ken	197
Warner, Frank	240
Warnke, David	240
Watson, Harold	215
Watson, Howard	252
Watts, LtCol Lloyd	216
Weeks, CAPT James	217
Weir, Kem	196
Weiss, Herbert	233
Weliky, Jules	233
Weller, Dean	202
Wells, Dorothy M.	225
Welsch, Lt.Col. William S.	180
Welsh, Walter	223
Wenglowski, Edward F.	243
Werfel, G.H.	213
Werres, Joseph A.	197
Werres, Joseph	197
Wessels, L.E.	225
Westbrook, Paul	203
Wheat, Lt. Gregory	252
White, Carolyn	214
White, Gloria	195
White, Oleva	215
Whitehouse, Col Roy L.	221
Whitley, Janet	234
Whitlock, JoAnn	198
Whitlock, Leslie	203
Whitten, III, COL Wiliam M.	192
Whittier, James	200
Whittle, Neil C.	254
Wickers, Ardie	232
Wiesneth, Charles	202
Wiggins, David	250
Wiker, COL Charles M.	240
Wilber, CAPT James R.	221
Wilber, CAPT James R.	225
Wilder, LtCol William M.	221
Wiliams, Joe	235
Wilkinson, Ed	197
Williams, Betty	196
Williams, Bob	197
Williams, Carol	197
Williams, James J.	214
Williams, Jim	195
Williams, Mary Jane	197
Wills, CWO Pat	248
Wilson, Edward	223
Wilson, Louise	240
Wilson, RADM Donald E.	229
Wimberly, Del	197
Winder, D.	216
Winters, Jr., Walter L.	179
Wintner, Maj Kim	179
Wires, CPT Schuyler D.	239
Witt, Harry H.	180
Witty, Col Bruce A.	217
Wolfe, Bill	232
Wolford, Ray R.	179
Wolk, Barbara	234
Wood, Mary S.	250
Wood, W. Roger	198
Woodhouse, Col. Donald	192
Woodruff, MAJ DAvid	225
Wovna, Michael G.	235
Wright, COL John	221
Wright, COL John	224
Wright, Phyllis	197
Wulff, Ron	198
Wyner, Elaine	234
Yerman, Ed	229
Young, Margaret	232
Zappile, Vera	221
Ziegler, Richard	202
Zielinski, John	224
Zwick, Michael A.	179
Zychowski, CDR Ted	229

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Jim Valvano

Tom Sullivan

Business Sessions

The ALA Convention gets you into the vortex of contemporary thinking. Your Convention Steering Committee searched the market for new and exciting speakers who will make this meeting a success and came up with some of the "Best of the Best." Each day—Wednesday, Thursday, and Friday—Business Sessions are scheduled from 9 am-12 noon.

David Brinkley

A 40-year veteran of broadcast news and ABC's renowned senior commentator, he is making his first appearance before the ALA group. Mr. Brinkley has reported on many historic national news events and has covered every President since FDR. As host of ABC's popular "This Week with David Brinkley," he knows "who's hot and who's going to stay hot."

Jim Valvano

Head coach of the North Carolina State basketball team, he guided his team to the N.C.A.A. National Basketball Championship in 1983. Mr. Valvano hosts a radio show and serves as a commentator and analyst for college basketball on various TV networks. His key to success lies with three elements: "enthusiasm, having dreams and goals, and hard work."

Tom Sullivan

The sightless accomplished composer, entertainer, and author comes to ALA to present "If You Could See What I Hear." His temendous energy and determination have helped him not let his handicap stand in his way of achievement. He is a marathon runner, 20-handicap golfer, excellent skier and world class competitor in wrestling with over 150 match victories.

Eddie Epstein

A top consultant in the area of Sales, Merchandising, Marketing and Corporate Strategy, he is extremely involved in training (both manufacturers and retailers). He is a lead instructor in various programs, including Trade Math, Strategic Selling to the Retail Trade and the prestigious Buying Skills Seminar at the University of Southern California.

Congressman Dan Daniel (D-VA)

ALA welcomes Congressman Dan Daniel, a past recipient of the ALA Distinguished Service Award, as a traditional, important part of ALA's annual showcase. Congressman Daniel, a member of the House Armed Services Committee since 1969, is presently Chairman of the Subcommittee on Readiness. He also serves as a member on the Select Committee on Intelligence. His work in Congress strongly supports his belief in Constitutional principles, economy in government, and a strong national defense.

Senator John Warner (R-VA)

Former Secretary of the Navy and presently Chairman of Strategic and Theater Nuclear Forces panel of the Armed Services Committee, he will lead with a discussion . . . questions and answers concerning arms control and details on the Defense Authorization Act. Senator Warner also concentrates on military personnel issues, including the value of the commissary shopping benefit.

Congressman Bill Nichols (D-AL)

Congressman Nichols has become known as the "Friend of the Serviceman" for his legislative initiatives aimed at improving the quality of life for the serviceman. He is a member of the House Armed Services Committee, Chairman of the Investigations Subcommittee, as well as a member of the Panel on Commissaries and Exchanges. A veteran decorated in World War II, he has commissary privileges and his remarks will describe "A Day at the Commissary."

Eddie Epstein

Congressman
Dan Daniel (D-VA)

Senator
John Warner (R-VA)

Congressman
Bill Nichols (D-AL)

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Theme Party "Magnolia Magic"

Party? Yes. A Smash? Undoubtedly.

We've put the magic in Wednesday night's theme party and YOU want to see what all the ruckus is about. A full evening of surprises is planned.

Louis Grizzard

Annual Grand Reception and Banquet

Offers participants a chance to relax after the first two days of Business Sessions. Following the introduction of the new ALA National President and presentation of the 1986 ALA Distinguished Service Award, an exciting after-dinner show will be presented by comedian **Louis Grizzard.** A native Georgian, Mr. Grizzard currently writes a column for the *Atlanta Constitution* which is syndicated to over 200 newspapers. He has published several books and has appeared as a guest on network television shows. *Time* magazine refers to Mr. Grizzard as a "rising humorist" and he is a popular speaker with groups everywhere. His keen wit will guarantee many laughs and make this a night to remember.

Annual Meeting of Members Luncheon

On Thursday, following the official Business Session and lunch, members have an opportunity to join in an open forum concerning ALA's future programs and activities. The new ALA Board of Directors will be introduced and the present Board and staff will remain on hand to listen to questions and suggestions from the membership.

Exchange and Commissary Luncheons

Exchange personnel from store level will be honored for their exceptional achievements at Wednesday's lunch. On Friday, exceptional personnel from the commissaries will be honored. Following the Awards Luncheons on both days will be ALA's traditionally informal "Direct Dialogue" Sessions between all Industry and Government/Military attendees.

ALA Fun & Recreation Day

A first for ALA, Fun & Recreation Day, Monday, October 13, will provide the early-bird convention-goer a chance for golf, tennis, and recreation, before settling into the business sessions of the full Convention. The Metropolitan Golf and Racquet Club's new clubhouse/lounge is open to ALA participants all afternoon.

Index to Advertisers

A. H. Robins Company, Inc.	153
Adolph Coors Company	154
AFN TV-Guide	117
Alfred M. Lewis, Inc.	121
Alpo Pet Foods, Inc.	116
American Tobacco Company	76 & 77
American Vitamin Company	23
Amextra Ltd.	272
Anheuser-Busch, Inc.	168
Armor-All Products	191
Best Foods	151
Borden, Inc.	249
C. Lloyd Johnson Co., Inc.	Cover IV
California Pacific Associates	108
Canada Dry Corporation	211
Carl Buddig and Co.	271
Carnation Company	61
Chanel	16
Chesebrough-Pond's, Inc.	156
Coca-Cola	184 & 185
Colgate-Palmolive Co.	170
Consolidated Cigar Corp.	75
Conwood Tobacco Co.	193
Del Monte Corporation	263
Dixon Marketing, Inc.	31
Dole Processed Foods Company	2
Dr. Pepper Company	175
Duffy Mott	90
Dunham & Smith Agencies, Inc.	99 & 100
Durkee Famous Foods	62
Eurpac Service, Inc.	83, 85, 87
Flash Steak Company, Inc.	80
Francois L. Schwarz, Inc.	228
Frito-Lay, Inc.	139
Fuji Photo Film USA, Inc.	11
G & B Packing Co., Inc.	93
General Foods Corp.	265
General Mills, Inc.	20 & 21
Gerber Products Co.	70 & 71
Gillette Company	63
Golden Grain Macaroni Co.	222
Goya Foods, Inc.	68
B. Green & Company, Inc.	29
Hamberger Enterprises, Inc.	158
Harold S. Stein & Associates	161, 227
Hills Bros. Coffee, Inc.	159
J. M. Smucker Company	258
Jensen Sound Laboratories	91
John K. Keely Co.	194
Johnson & Johnson	73
Johnson Products Company, Inc.	145
Kahn's Hillshire Farm Co.	74
Keebler Company	142
Kellogg Sales Company	18
Kraft, Inc.	8 & 9
Lewis Bear Company	146
Liggett & Myers Tobacco Co., Inc.	141
L'Oreal	32 & 33
L. J. Elkin, Inc.	212
M&M/Mars	1
Marion Laboratories, Inc.	115
McCormick & Company, Inc.	92
The Mennen Company	134
Military Distributors of Virginia, Inc.	220
N. K. Hurst Co.	59
Nabisco Brands USA	98
National Industries for the Blind	81
Nestle Foods, Corp.	Cover II
O-Cel-O General Mills	126
Off Duty Enterprises	30
Ore-Ida Foods, Inc.	149
Oscar Mayer & Co.	125
Overseas Service Corporation	266
Pepsi-Cola Company	82
Pet, Inc.	131
Phil Singer Associates, Inc.	260
Philip Morris USA	Cover III
M. Polaner, Inc.	78
Potomac Food Distributors, Inc.	241
Procter & Gamble Distributing Co.	123
Quaker Oats Company	4
R. J. Reynolds Tobacco Company	112
Ralston Purina Company	96 & 97
Revlon Government Sales, Inc.	137
Rich-Seapak Corp.	133
Rockingham Poultry Marketing Co-op., Inc.	110
Royal Crown Cola Company	111
S&K Sales Co.	14
S. C. Johnson & Son, Inc.	178
S. Prawer & Company	129
Sarvis, Inc.	94
Schering	201
Scot Lad Foods, Inc.	60
Scott Paper Co.	26
Shoppers Bi-Weekly	95
Smith, Klein, Beckman	247
Soft Sheen Products, Inc.	199
Specialty Brands	162
St. Ives	25
Sterling Downey Sales Co.	27
Stroh Brewery Co.	207
Super Valu Stores, Inc.	34
Swift-Eckrich, Inc.	238
Tastybird Foods	64 & 65
3M Center	88 & 89
Tidewater Wholesale Grocery Co., Inc.	230
Tree Top, Inc.	242
Tropicana Product Sales, Inc.	66
The Upjohn Company	118
Warner-Lambert Co.	256
Webco USA, Inc.	103–106
Western Publishing Co., Inc.	186
White's Coffee	101

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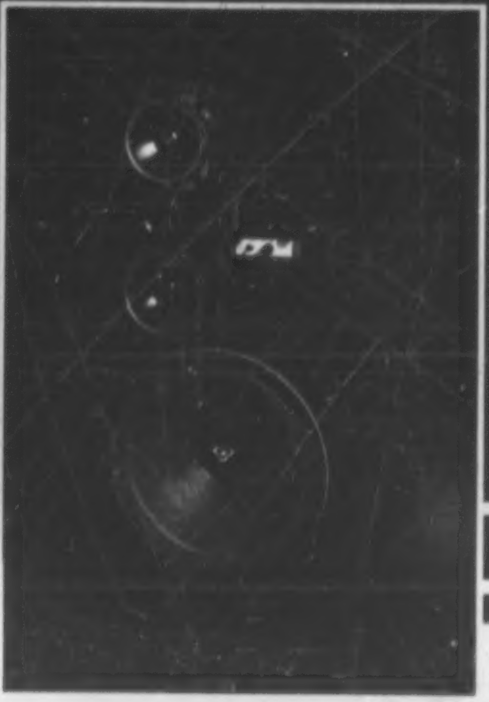

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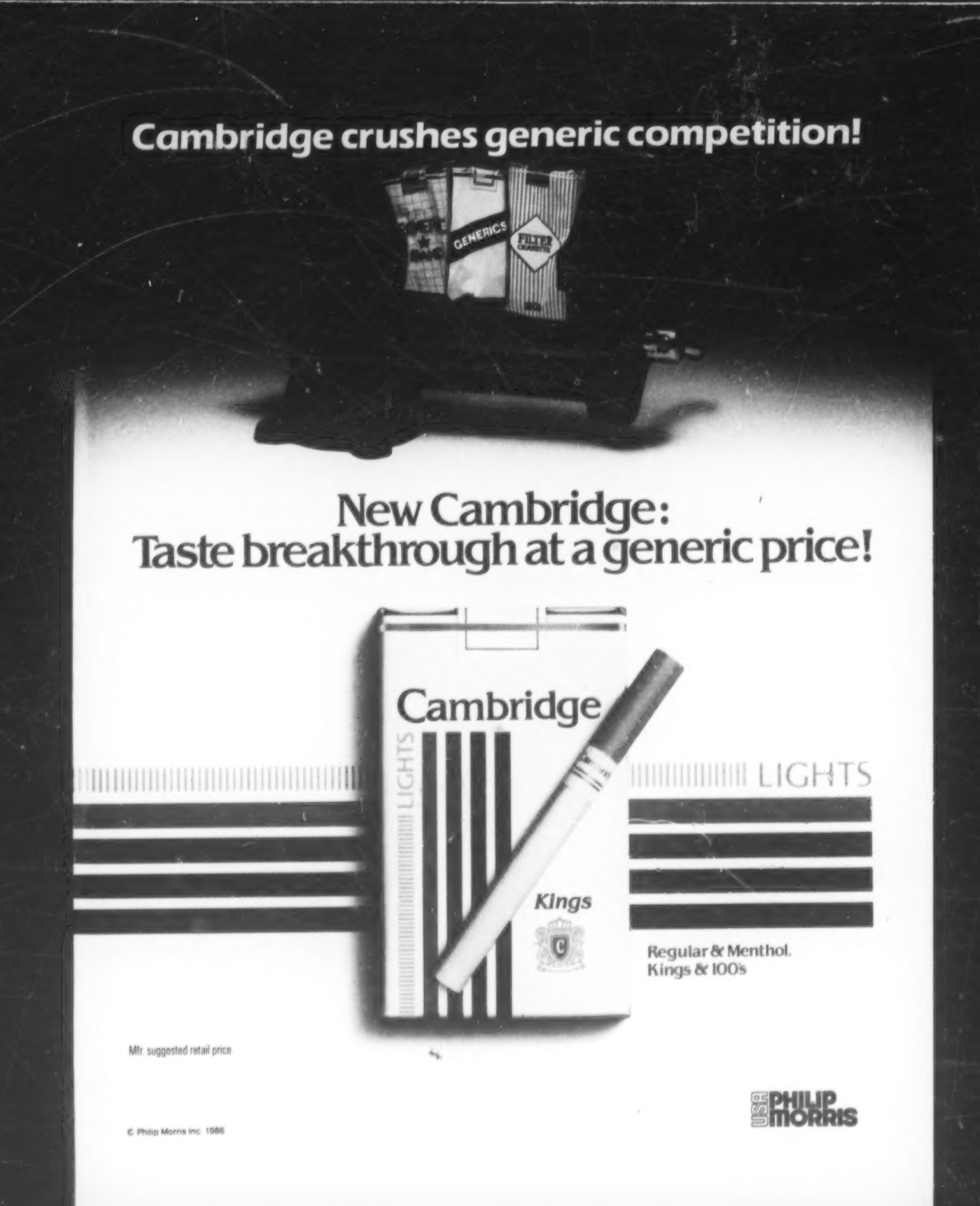
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